1 9 9 3
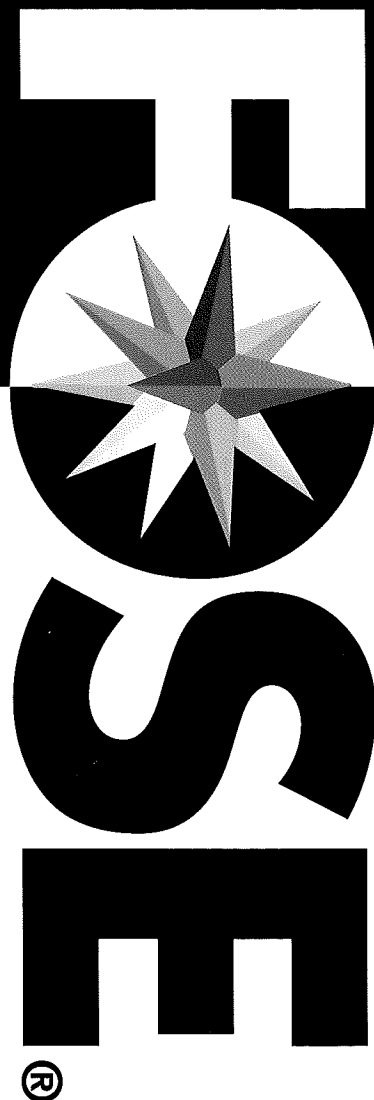
FOSE

LANs
for communication power

Multimedia
up-to-the-minute

New Imaging Solutions

Optimizing Windows—
Hands-On

INSIDE:

Conference Program
page 8

Your Free Exposition
Ticket - see insert

America's Computer and Information Systems Conference and Exposition

April 12-15, 1993 Washington Convention Center, Washington, D.C.

Not only do the world's top developers have Windows NT on their minds, they have it in their hands.

It's no secret that Microsoft® Windows NT™ is a 32-bit, multitasking, scalable operating system that can run applications for Microsoft Windows™ and MS-DOS® As well as powerful new 32-bit applications.

But on July 6th, 5,000 developers from 22 countries saw exactly how good it is, firsthand.

That's because they went to the Windows™ Professional Developer's Conference. And after 3 very instructive days, they went home with the software development kit for Windows NT° to create new 32-bit applications for Windows NT and Windows 3.1.

They also saw Bill Gates, live on stage, presenting his vision of how Windows NT fits into the entire Microsoft Windows family of operating systems—the Big Picture, if you will.

Now you can get the picture, too. Call us at (800) 992-3675, Dept. HY6, for Windows NT™ Today, a videotape report on the Conference.

For your copy of the Win32 Preliminary SDK for Windows NT, give us a call at (800) 227-4679.

Now, you too can see the videotape report on the Windows NT Conference.

So call now. After all, if you're choosing an operating system for your company, then you should know about the latest development.

Microsoft®
Making it easier

MANAGING CHANGE AND OPPORTUNITY

THROUGH

INFORMATION TECHNOLOGY

1993 FOSE Easy Planning Guide

The complexity of today's technologies, and the speed at which they evolve, make it difficult to keep pace with today's IT advancements. And it's even harder to maximize the opportunities they present. By attending the FOSE '93 Conference and Exposition, you can do both.

Address the Critical Issues Today, for Survival— and Success—Tomorrow

The 17th annual FOSE Conference, America's premier computer and information systems showcase, presents you with a broad spectrum of practical, powerful technological solutions. Learn effective networking strategies. Be more productive by taking advantage of the newest generation of mobile computers. Work smarter with LANs. Tap into workstations to save time and money. Find out how CD-ROM and the multimedia revolution will forever change the way we work. And much more. No matter what your job responsibilities, FOSE can help you improve your job performance and quickly and effectively address your organization's most critical technology issues.

Come Away With Real-World Solutions

Every aspect of the Conference is designed to provide you with practical information and skills you can use right away to make the best implementation decisions and be more efficient and effective today. In addition, each looks toward the future, helping you plan for tomorrow by anticipating and capitalizing on changes in technology, personnel and strategy.

But FOSE '93 offers even more than just critical skills and information. The FOSE '93 Exposition—concurrent with the Conference—lets you see practical applications immediately, with thousands of technology-related products and services presented on-site for your review and evaluation.

With all of this in one place, FOSE is an excellent opportunity to increase your knowledge and improve your skills for only a modest investment.

Choose the Level of Professional Advancement You Need

The FOSE '93 Conference addresses the hot issues and newest technologies with different levels of presentations to fit your needs and your schedule.

Monday Tutorials
Full-day presentations designed to give you an in-depth understanding of important technology areas: LANs, Multimedia, Imaging and System Security.

Hands-on Classroom Training
New This Year!
Full-day and half-day FOSE Classrooms provide you with hands-on computer training in today's most sought after software and computer skill areas. All equipment is provided on-site. Seating is limited to 30 per class, so be sure to register early.

FOSE Sessions
FOSE Sessions provide quick, information-packed presentations on vital technologies and issues. Participate in the entire track or combine sessions from different tracks to meet your needs. Track areas are:

- LANs
- Interoperability
- Telecommunications
- CD-ROM
- Multimedia
- Imaging
- Presentation Graphics/Desktop Publishing
- Workstations
- Security
- Management Issues
- Directions in Computing Technologies
- Enabling Technologies
- Special DoD Sessions

Bonuses for All Conference Participants

- **FREE Admission to the Exposition**
  Learn at the Conference and then see the latest commercial products first-hand on the show floor.

- **FOSE '93 Workbook**— create your own customized resource guide

- **FOSE '93 Conference Certificate of Completion** for your professional portfolio

See and Compare Thousands of Computer and Information Systems Solutions

Be among the first to see the latest innovations in dozens of technology areas, and investigate thousands of exciting products and services from key industry players like Apple, Borland, Canon, Compaq, Computer Associates, IBM, Novell, Microsoft, NCR and 500 more!

Eight full acres of solutions include competitive offerings in computer systems and services, communications, networks, imaging technologies, software, computer graphics, peripherals, office systems, multimedia and CD-ROM—many never before presented anywhere.

See product demonstrations, get immediate face-to-face answers to your questions and come away with new knowledge and resources to help you save time and money. It's all at the FOSE '93 Exposition—the nation's premier showcase of computer and information systems solutions!

Who Should Attend

The FOSE '93 Conference and Exposition offers something for **everyone** who needs to further their productivity via strategic use of the latest IT solutions:

Attendee Job Functions
- Administration Professionals
- Systems Analysts
- Computer Specialists
- Engineers
- Government Contractors
- Consultants
- Managers
- MIS Professionals
- Network Administrators/Managers
- Program Analysts/Managers
- Programmers
- Senior Executives
- Senior Managers
- Supervisors
- Systems Integrators
- Technical Staff
- Training Professionals
- Functional Managers
- Technical Managers

Attendee Industries
- Fortune 500
- Manufacturing
- Science
- Health Care
- Communications
- Legal
- Real Estate
- Retail
- Consumer Services
- Banking & Finance
- Insurance
- Computer & Software Services
- Research & Engineering Services
- Trade Associations
- Federal Government
- Defense
- State & Local Government

Registration Is Easy!

1. *Turn to page 8 and review the Conference At-A-Glance*

2. *Review the complete program descriptions that interest you pages 12 - 33.*

3. *Select the Conference and Exposition schedule best for you. Complete the registration form on the back cover and return it to us by fax, mail or phone. We'll take care of the rest!*

FOSE '93 Keynote Addresses

Exclusive Presentations From Leaders at the Forefront of Information Technology

TUESDAY
April 13th, 12:00 Noon
Bill Gates
Chairman and CEO
Microsoft Corporation

From his days as a teenage programming consultant to his legendary efforts in co-founding and building the world's leading personal computer software company, Bill Gates has been one of the computer industry's most respected and successful pioneers. His mission, fast becoming a reality, is to put a computer on every desk and in every home, and to make it easier and more enjoyable for people to tap into the power of the computer on a daily basis.

WEDNESDAY
April 14th, 12:00 Noon
Gil Williamson
Chairman of the Board, CEO
NCR Corporation

As President, and then Chairman, of the $6 billion information systems giant NCR, Gil Williamson's focus has been on offering open, cooperative computing systems capable of providing easy access to information from anywhere in an operation. Networked computing is the fastest growing segment of the industry, and Williamson foresees the technology leading the way into a worldwide, transaction-based economy linked by global computer networks. Accordingly, he is working to position NCR at the forefront of that development.

THURSDAY
April 15th, 9:00 AM
Charles Wang
Chairman and CEO
Computer Associates,
International, Inc.

Following an unconventional strategy that combined acquisition, internal development, and integration, Charles Wang has forged a $1.5 billion dollar corporation. Today he is committed to making standards-based open systems safe for mission-critical application downsizing. His secret: more often than not, he defies conventional wisdom.

Special Event:
INFOCUS Plenary
Thursday,
April 15, 12:00 noon

A special event focusing on how government-industry partnerships can improve information technology programs and services.

Listen in as leaders of government and the media analyze the effectiveness of government and industry IT partnerships in delivering quality programs and services. This thought-provoking, candid discussion will build on INFOCUS 1993, an invitational forum for senior executives in the public and private sectors, held at the National Press Club on March 29, 1993.

Moderator: Henry H. Philcox, Chief Information Officer, Internal Revenue Service, and Chairman of INFOCUS 1993. Participants: Paul Gillin, Executive Editor, *Computerworld*; Edith Holmes, Editorial Director/Executive Vice President, *Federal Computer Week*; Tim Karney, Publisher, *Washington Technology*; Thomas R. Temin, Editor-in-Chief, *Government Computer News*.
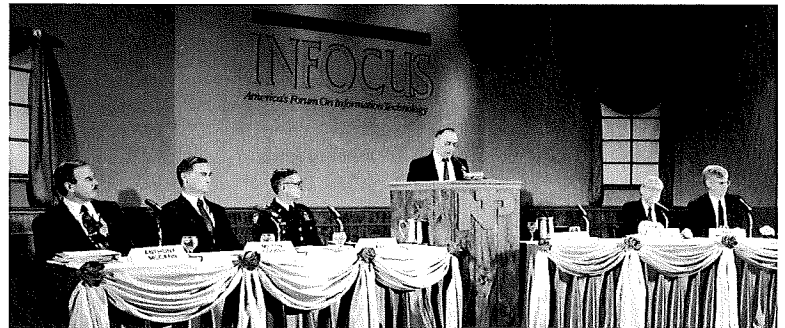
Sessions

Quick, information packed presentations on vital technologies and issues. Participate in an entire track or combine sessions from different tracks to meet your needs.

Monday Tutorials

Interactive presentations designed to give you in-depth, practical knowledge in each area. Full-day scheduling ensures that you'll get all the individual attention you need from experts in each technology.

See pages 12 for details.

Monday Tutorials — *Full Day Sessions*

9:00 am - 4:30 pm	9:00 am - 4:30 pm	9:00 am - 4:30 pm	9:00 am - 4:30 pm	9:00 am - 4:30 pm
LAN Management and Troubleshooting	Building Your Information Security Program	Interactive Multimedia	Imaging Systems— From the Basics	Introduction to Local Area Networks and Topologies

Hands-On Classroom Training

NEW! *FOSE Classrooms give you hands-on computer training by experienced professionals. All equipment is provided on-site, but space is limited to 30 people per class, so register now. See pages 13 for details.*

Hands-On Classrooms
New at FOSE! Half day and Full day Hands-On training. Seating is limited. Reserve your seat early

MONDAY & THURSDAY	TUESDAY HALF DAY	WEDNESDAY HALF DAY
LANs for Absolute Beginners 8:30 am - 4:00 pm	Networking Security 8:30 am - 11:45 am	Client Server Operations 8:30 am - 11:45 am
Windows 3.1 Installing, Optimizing, & Troubleshooting 8:30 am - 4:00 pm	DTP 101 8:30 am - 11:45 am	E-Mail: An Introduction 8:30 am - 11:45 am
	DTP 201 1:30 pm - 4:00 pm	Travel Manager Plus—An Introduction for New Users 1:30 pm - 4:00 pm
	Imaging: A Working Office Operation 1:30 pm - 4:00 pm	Multimedia: An Introduction 1:30 pm - 4:00 pm

SESSIONS		LANs	Interoperability	Tele
tuesday	8:30-9:45	LAN Basics—Intro to Major Hardware & Software Components MS-T-U		LANs Unde Optic
	10:15-11:45	Client Server 101: Intro to Client-Server Computing MS-T-U		Wire Voice Whe Stan
	1:30-2:45	Multi-Site Networks 1: Methods, Trends, & Standards E-MS-T		Area A LA MS-T-l
	3:00-4:15	Multi-Site Networks II: Strategies, Tools, & Techniques E-MS-T		Enter Techn FDDI MS-T
wednesday	8:30-9:45	Managing the Physical Plant: Network Topologies MS-T	Network Management: Integration Success Stories E-MS-U	Cable Close a Wi
	10:15-11:45	LAN Administration: What to Do & What Tools to Use E-MS-T-U	The Future of TCP/IP E-MS-T	PC Pr Why MS-T-l
	1:30-2:45	The Human Aspects of Networking E-MS-T-U	Open Systems: Real World Solutions E-MS-T	
	3:00-4:15		DISA's Role in Wide Area Networking E-MS-T	

Special Sessions for DoD

These sessions address issues critical to Department of Defense professionals.
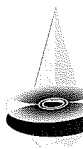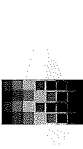
TUESDAY

How is the DoD Using Integrated Definition Language? (IDEF) E-MS-T
8:30 am - 9:45 am

Defense Management Report Decision 918 (DMRD 918) E-MS-T
10:15 am - 11:45 am

Federally Developed Software— Where to Find It. MS-T-U
1:30 pm - 2:45 pm

Managing Computing Assets and Technology MS-T
3:00 pm - 4:15 pm

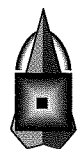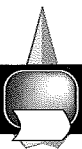| ...ecommunications	CD-ROM	Multimedia	Imaging	Presentation Graphics and Desktop Publishing	Workstations	Security	Management Issues	Directions in Computing Technologies	Enabling Technologies
...s / WANs / MANs: ...erstanding Your ...ons MS-T-U	Which CD-ROM to Buy? Does it Make a Difference? MS-T-U	Benefits of Interactive Multimedia for Training MS-T-U	Digital Image Input Processing MS-T-U	Desktop Publishing on a Budget MS-T-U	Introduction to UNIX for MS-DOS Users: Should I Consider UNIX? E-MS-T-U	End Users: Your Best Security Investment E-MS-T-U	Help Desk and Asset Management: How to Plan, Support, and Analyze E-MS-T		Mass Storage Techniques: Data Warehousing & Archiving MS-T-U
...eless Data and ...e Systems: ...re Do They ...d? MS-T-U	How to Install a CD-ROM on Your Computer MS-T-U	Tools for Developing Multimedia MS-T-U	Digital Image Input Processing cont. MS-T-U	Choosing The Right Presentation Package MS-T-U	Introduction to UNIX cont. E-MS-T-U	Information Warfare: The Federal Perspective E-MS-T-U	Configuration Management: Your Key to Survival E-MS-T		Middleware for Interoperable Database Access MS-T-U
...a Wide Centrex: ...AN Alternative ...U	How to Install a CD-ROM on a Network MS-T-U	How to Be a Multimedia "Champion" in Your Organization MS-T-U	Image Retrieval and Use: The Human Link MS-T-U	Scanners and Productivity: OCR, DIP & Other Technologies MS-T-U	Workstations vs. PCs: When to Use Which E-MS-T-U	Importance of Authenticating Users in Gov't Computing Networks MS-T-U	"Best Value" ADP Procurement: Challenges and Opportunities E-MS-T		Workgroup Computing MS-T-U
...rging Switching ...nologies: SMDS, ..., ATM, B-ISDN ...U	How to Use CD-ROM Technology in Your Office MS-T-U	Public Information Kiosks: A Flexible Friendly Info Delivery Option MS-T-U	Image Retrieval and Use cont. MS-T-U	Output Requirements: Printers, Plotters, Scanners and Film Recorders MS-T-U	A Comparison of High Performance Workstations: IBM, HP, SUN, SGI, Integraph, etc. E-MS-T-U	Viruses & Netware: What You Should Know MS-T-U	"Best Value" ADP Procurement cont. E-MS-T		Distributed Applications and Databases MS-T
...les, Conduits & ...ets: Developing ...iring Plan MS-T-U	What CD-ROMs are Available Today MS-T-U		Image & Data Storage: A New Maturity? MS-T-U	Designing Graphic Presentations Using Multimedia, Animation and Sound MS-T-U	How to Integrate Workstations into the PC Environment E-MS-T-U	PC Data Recovery: Installation and Techniques MS-T-U	Strategic Planning & Lifecycle Management E-MS-T	New Directions in PC Technology E-MS-T-U	Techniques for the Parallelization of Database Services MS-T-U
...Protocols − ...y Do We Fax? ...U	Now That I Have a CD-ROM: What Do I Do With It? MS-T-U		Image & Data Storage: A New Maturity? cont. MS-T-U		UNIX vs MS Windows NT vs OS/2: When to Use Which E-MS-T-U	How to Test Disaster Recovery Plans E-MS-T-U	Executive Computing: Getting the Boss on the Keyboard E-MS-T	Energy Efficient Computing: EPA's Energy Star Program MS-T-U	Accessing Heterogeneous Multi-Terabyte Data Base MS-T-U
			Critical Issues in the Imaging Environment MS-T-U		POSIX, GOSIP, and FIPS: How Does This Affect Me? E-MS-T-U	Security for PCs That Run Microsoft Windows E-MS-T-U	Technologies for the Physically Challenged E-MS-T-U	Multiprocessing Servers: Are They Ready for Prime Time Computing? MS-T	
			Critical Issues in the Imaging Environment cont. MS-T-U		Performance Tuning of Your Unix System E-MS-T-U	Multiple Password Challenges in Mainframe Communications E-MS-T-U		Portable Computing Technology MS-T-U	

Great Value!
Easy Registration!

CONFERENCE OPTIONS	ON-SITE FEE	ADVANCE FEE (Available until 3/26/93)	ACT NOW & SAVE
FULL CONFERENCE	$558	$465	SAVE $93
2 DAY	$390	$325	SAVE $65
1 DAY	$210	$175	SAVE $35
SINGLE SESSIONS	$ 99	$ 79	SAVE $20

(Does not apply to Tutorials or Classrooms)

Developed for You by Information Technology Leaders

FOSE '93
MEDIA ADVISORY COMMITTEE

Members of the FOSE '93
Media Advisory Committee
represent a diverse base of
publications which reflect
the range of interests and
needs of FOSE exhibitors
and attendees.

Michael Alexander
Editor-In-Chief
Info Security News

Donna Amrhein
Editor-In-Chief
Imaging World

Anne Armstrong
Editor-In-Chief
Federal Computer Week

Mike Azzara
Editor
Open Systems Today

David Buerger
Editor-In-Chief
Communications Week

Peg Clark
Publisher
Computer Digest

Timothy Clark
Editor and Publisher
Government Executive

Bob Faletra
Editor
Computer Reseller News

Ed Foster
Editor
Infoworld

John Gallant
Editor-In-Chief
Network World

Paul Gillin '
Executive Editor
Computerworld

Michael Miller
Editor
PC Magazine

Esther Smith
Editor
Washington Technology

Thomas R. Temin
Editor-In-Chief
Government Computer News

Sam Whitmore
Editor-In-Chief
PC Week

Andy Moore
Editor-In-Chief
Imaging Magazine

Adam Pemberton
Editor
CD-ROM Professional
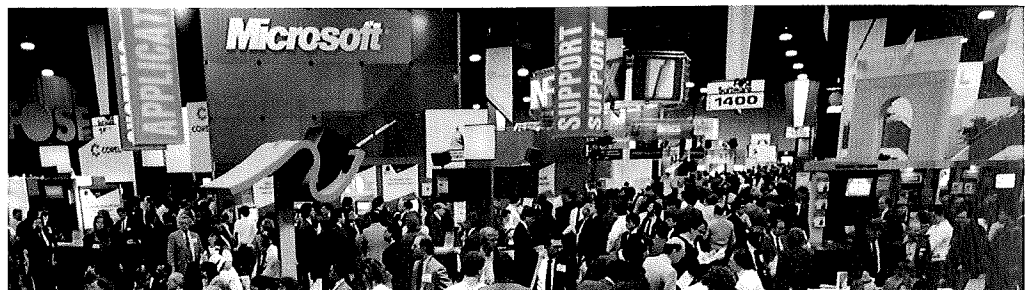
Tutorials

Information Packed, Full-Day Presentations Give You In-Depth Knowledge

Expert-led Tutorials are designed to give you the comprehensive, clearly focused knowledge you need to take full advantage of a given technology, and to make key decisions for today and tomorrow.

Introduction to Local Area Networks and Topologies
Monday, April 12, 1993
9:00AM - 4:30PM

Participants will be introduced to major network hardware and software components, including the network file server, workstation, cabling system, network interface adapter, network operating system and workstation software.

YOU WILL LEARN:
* How to identify the function of each network component and how it relates to other components
* The intricacies of topologies and cabling systems
* The pros and cons of ARCnet, Ethernet, Token Ring and FDDI

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED & PRESENTED BY:
Stuart Pastman
Managing Partner
CGI Systems, Inc.

SPEAKER:
Jim Crawford
Senior Network Consultant
CGI Systems, Inc.

LAN Management and Troubleshooting
Monday, April 12, 1993
9:00AM - 4:30PM

This seminar provides a proven, practical understanding of LAN management problem avoidance, determination and correction. Principles are generic and apply to networks running operating systems including Novell's Netware, Microsoft's LAN Manager, IBM's LAN Server and Banyan's Vines.

YOU WILL LEARN:
* Common failure points and what to look for when problems arise
* Specifics on diagnostic tools, such as LANAlyzer; server monitoring tools such as LANAlert and NetTrack; and workstation monitoring tools such as LAN Command Advanced

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED BY:
Stuart Pastman
Managing Partner
CGI Systems, Inc.

SPEAKER:
David Kirsch
Senior Network Consultant
CGI Systems, Inc.

Interactive Multimedia
Monday, April 12, 1993
9:00AM - 4:30PM

Learn real-world interactive multimedia applications, multimedia hardware platforms, authoring options for producing interactive multimedia and tips on integrating interactive multimedia into your organization.

YOU WILL LEARN:
* Concrete examples of various state-of-the-art applications
* Current platforms such as IVD, CD-ROM, DVI — their relative advantages and disadvantages
* Production of multimedia software including authoring languages
* Integration of multimedia into your organization

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED & MODERATED BY:
Deborah Blank, Ph.D
Director, Interactive Systems Division
Electronic Learning Facilitators, Inc.

SPEAKERS:
Michael Maak
President
Campus Learning Systems

Andrea Granick
Multimedia Applications Designer
Electronic Learning Facilitators, Inc.

Ellen Notar, Ph.D.
Associate Professor & Coordinator
of ISD Graduate Program
University of Maryland Baltimore County

Imaging Systems - From the Basics
Monday, April 12, 1993
9:00AM - 4:30PM

Designed for those who want to understand the basic building blocks of image systems, this session will focus on the conversion of paper and micrographic source documents to digital images.

YOU WILL LEARN:
* Image processing techniques
* Character recognition technologies
* Image storage and retrieval approaches

WHO SHOULD ATTEND:
E-MS-T-U

DEVELOPED BY:
William L. Hooton
Vice President
Electronic Information Systems Group
I-NET Corporation

Frank Moore
Imaging Consultant
Moore and Company

SPEAKER:
Don Avedon
President
Avedon Associates

Building Your Security Information Program
Monday, April 12, 1993
9:00AM - 4:30PM

This workshop covers numerous aspects of Information Systems Security (ISS). An examination of computer crime tehcniques and proven counter measures will provide particpants with specific guidelines for improving ISS.

YOU WILL LEARN:
* How to identify threats to ISS
* The human factors involved in preventing computer crime
* How to protect PCs and LANs against intrusion and abuse
* How to implement security policies

WHO SHOULD ATTEND:
E-MS-T

DEVELOPED BY:
Robert Bales
Executive Director
National Computer Security Association

SPEAKER:
Dr. Michael Kabay
President
Jinbu Corporation

FOSE Tutorials give you the information you need to take advantage of today's hottest technologies. See the registration form on the back page to reserve your seat today!

Expanded FOSE Classrooms! ....▶

Increase your efficiency through hands-on training! Learn from the industry experts in a classroom environment. The latest advancements in software applications and other information technologies will be addressed in these training sessions. Registration is limited to 30 people per session, two people to a computer. Space is limited, so register now!

LANs for Absolute Beginners
Monday, April 12, 1993
8:30AM - 4:00PM
or
Thursday, April 15, 1993
8:30AM - 4:00PM

Sales of local area networks have been exploding in recent years due to the significant productivity gains they offer and the increasing affordability of software and hardware.

This hands-on workshop is for those who require information on local area networks (LANs). It offers an overview of the benefits provided by networking computer workstations. Participants will gain an understanding of available options, terminology and hardware and software requirements. In addition, participants will gain hands-on experience with utilization of a LAN using Novell Netware.

YOU WILL LEARN:
- How to define and identify Local Area Network (LAN) technologies
- How to evaluate LANs versus other methods of sharing information
- The terminology of LANs— "topologies," "network interface cards," "network servers," "network operating systems" and more
- How to analyze popular LANs in the marketplace, such as Novell, Banyan and LanManager
- How to work with necessary Novell command and menu utilities

WHO SHOULD ATTEND:
Anyone unfamiliar with LANs

DEVELOPED BY:
Ronald A. Baras
President
Computer Training Company

General Services Administration
Interagency Training Center

SPEAKER:
Ronald A. Baras
President
Computer Training Company

Windows 3.1 and Windows For Workgroups: Installing, Optimizing, and Troubleshooting
Monday, April 12, 1993
8:30AM - 4:00PM
or
Thursday, April 15, 1993
8:30AM - 4:00PM

This classroom is designed to get new users up and running quickly as well as help current users maximize their knowledge. Learn the benefits of being connected to your co-workers' computers. See how to get work done faster and easier through the familiar Windows interface. Send mail, share files and resources, schedule meetings — all with the click of a button. Topics include: Switching to Windows—A Transition for New Users, Exchanging Information Among Multiple Applications, Customizing Windows and Optimizing Windows.

YOU WILL LEARN:
- Communication using Mail+ and Electronic Mail
- Coordination and scheduling with Schedule+
- How to share information and resources
- Network dynamic data exchange

WHO SHOULD ATTEND:
E, MS, U, T

DEVELOPED BY:
Electronic Learning Facilitators, Inc.

SPEAKERS:
Lucille Parker
Windows Instructor
Electronic Learning Facilitators, Inc.

Lisa White
Windows Instructor
Electronic Learning Facilitators, Inc.

Kathleen Stock
Windows Instructor
Electronic Learning Facilitators, Inc.

Karen Penn
Windows Instructor
Electronic Learning Facilitators, Inc.

Desktop Publishing 101: Getting Started on Aldus Pagemaker for the PC
Tuesday, April 13, 1993
8:30AM - 11:45AM

This is a hands-on classroom especially designed for beginning users of Aldus PageMaker, the leading desktop publishing software for the PC. You will learn basic functions of the software and the fundamentals of publication design in a Windows environment. And best of all, you will actually create your own newsletter.

YOU WILL LEARN:
- The basic functions of Aldus PageMaker
- The fundamentals of publication design
- How to create a simple newsletter using Aldus Pagemaker

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED BY:
Peg Clark
Publisher
Computer Digest

SPEAKERS:
Kathy Butler
Trainer/Consultant

codes
E=Exculctive Manager
MS=Manager, Supervisor
U=User
T=Technical Manager
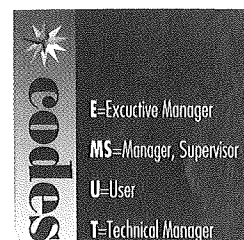
Expanded FOSE Classrooms! Continued...

Networking Security
Tuesday, April 13, 1993
8:30AM - 11:45AM

Hughes STX presents "Enterprise Secure Networks." Heterogeneous networks, with dozens to hundreds of platforms, tens of thousands of users and hundreds of locations present unique problems. Hughes STX will demonstrate solutions to managing and securing enterprise-wide networks:
- Single log-on capability
- Enterprise-wide access control
- Dynamic authentication
- Enterprise security architecture

YOU WILL LEARN:
- How to use "GUI" views of an enterprise network
- Hierarchical security administration
- How to gain transparent, seamless access to applications

WHO SHOULD ATTEND:
High level managers, including CEOs, CIOs and Directors

DEVELOPED & PRESENTED BY:
Winn Schwartau
Executive Director
Inter.Pact

Desktop Publishing 201: Getting the Most Out of Aldus Pagemaker
Tuesday, April 13, 1993
1:30PM - 4:00PM

Now that you've mastered the basics of desktop publishing with Aldus PageMaker, take the next step and learn how to enhance your publication by making the most of the leading DTP software for the PC. You will learn the techniques for effectively using typography, layout, color, and output options and create your own brochure. You will also learn about the available software packages that increase the power of PageMaker. Applications run in the Windows environment.

YOU WILL LEARN:
- How to use special characters, spacing, and paragraph styles
- How to create master pages and use text blocks
- How to resize graphics
- How to use color efficiently and effectively
- Printing options and use of a service bureau

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED BY:
Peg Clark
Publisher
Computer Digest

SPEAKER:
Thomas Piowar
President
Thomas Piowar & Associates

Imaging: A Working Office Operation
Tuesday, April 13, 1993
1:30PM - 4:00PM

Get a hands-on introduction to imaging in a simulated fifteen-user office on the FOSE classroom network. You will actually use a networking imaging application, scanner, and laser printer for hardcopy output. Add documents to the system through a scanner and then index them. Generate hardcopies of existing document images. Evaluate OCR applications and storage requirements for larger scale operations. Explore current technologies and cost performance issues through lecture and handouts.

YOU WILL LEARN:
- Whether applications for imaging exist in your operation
- How to determine the requirements for implementing an imaging system
- How to evaluate various capabilities of imaging and OCR
- Cost comparisons between paper filing and electronic filing
- Productivity comparisons between paper filing and electronic filing

DEVELOPED & PRESENTED BY:
Frank Moore
Imaging Consultant
Moore and Company

Anthony Esposito
Information Systems Consultant

Client Server Operations with Windows NT and the Latest Version of MS-DOS
Wednesday, April 14, 1993
8:30AM - 11:45AM

Although Windows NT may not be available to the general public at this time, you will get an opportunity to use it. Windows NT, in combination with Windows for Workgroups (W4WG), promises to provide networking capability to the masses. Peer-to-peer networking is available already with W4WG. When we add the features of Windows NT on a local server, just what are the benefits? Find out what Windows NT can do for you. You will also be able to evaluate the interaction of NT and W4WG and the latest version (6.0) of MS-DOS on the FOSE classroom network.

YOU WILL LEARN:
- How to install Windows NT
- How to use the latest version of MS-DOS in conjunction with Windows NT
- Microsoft's network strategy in a hands-on environment
- The benefits of Windows NT as a server OS

WHO SHOULD ATTEND:
MS-T

DEVELOPED BY:
Anthony Esposito
Information Systems Consultant
Microsoft Federal

SPEAKERS:
Representatives from

Microsoft Federal

E-Mail: Introduction Using Windows for Workgroups
Wednesday, April 14, 1993
8:30AM - 11:45AM

This session will introduce the basic concepts of Electronic Mail and how it can be utilized effectively in any size organization. Basic E-Mail concepts will be illustrated through the use of Windows for Workgroups and Microsoft Mail. Participants will create, send, and receive E-Mail on a real-time 15-user system. The concepts of "copying" others on the network, "reading and forwarding with comments," and "attaching other" documents (files) to an E-Mail message will be fully demonstrated. We'll explore the broader nature of E-Mail and how it is currently being applied in the Federal Government, and demonstrate CompuServe and other Federal E-Mail operations. Applications run in the Windows environment.

YOU WILL LEARN:
- The basic concepts behind E-Mail
- How any organization can apply an E-Mail system
- What E-Mail systems are currently available in the federal market

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED BY:
Anthony Esposito
Information Systems Consultant
Microsoft Federal

SPEAKERS:
Representatives from

Microsoft Federal

Travel Manager Plus: An Introduction for New Users
Wednesday, April 14, 1993
1:30PM - 4:00PM

Many United States Government employees find that completing Travel Authorization (TA) and Travel Voucher (TV) forms are the worst thing about traveling. Although using this computer program won't eliminate these forms, it will make the process considerably easier.

The Travel Manager Plus program virtually eliminates the need to track per-diem rates and the effects of International Date Line travel

when completing these forms. It can be customized to use specific Federal Agency information that may be required, and contains a massive database of U.S. and international per diem rates that can be updated through a subscription service.

YOU WILL LEARN:
* The basic operation of the program
* The skills required for program operation
* The benefits Travel Manager Plus can provide

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED BY:
Deborah Reed
Oakhurst Systems, Inc.

Anthony Esposito
Information Systems Consultant

General Services Administration
Interagency Training Center

SPEAKER:
Deborah Reed
Oakhurst Systems, Inc.

Multimedia: An Introduction
Wednesday, April 14, 1993
1:30PM - 4:00PM

Authoring systems are an economical means of producing multimedia. This hands-on classroom will highlight Authorware Professional for Windows, one of the leading authoring tools available. Participants will learn how to integrate text, graphics, animation and sound into a mini-multimedia production. In addition, participants will learn how to evaluate authoring systems to determine which best meets their requirements. Applications run in the Windows environment.

YOU WILL LEARN:
* The key features of authoring systems
* How authoring systems are used to integrate text, audio, and graphics
* How to choose an authoring system for your application

WHO SHOULD ATTEND:
MS-T-U

DEVELOPED BY:
Deborah Blank, Ph.D.
Director, Interactive Systems Division
Electronic Learning Facilitators, Inc.

SPEAKERS:
Rob McCord
Multimedia Specialist
Electronic Learning Facilitators, Inc.

Trainer
Macromedia, Inc.

NTP thanks the following organizations and individuals for their assistance in the creation and implementation of the FOSE '93 Classrooms:

CompUSA for its generous contribution of equipment

BTG, Inc. for its document imaging software

Hughes Aircraft

Microsoft Federal for its generous contribution of software

U.S. General Service Administration Interagency Training Center

Frank Araby, CompUSA

Ronald A. Baras, Computer Training Company

Deborah Blank, Electronic Learning Facilitators, Inc.

Paul Burden, Microsoft Federal

Peg Clark, *Computer Digest*

Anthony Esposito, Information Systems Consultant

Barbara Hilberg, Electronic Learning Facilitators, Inc.

Al Iagnemmo, U.S. General Service Administration Interagency Training Center

Frank Moore, Moore & Company

Nancy Murphy, U.S. General Service Administration Interagency Training Center

Deborah Reed, Oakhurst Systems, Inc.

Winn Schwartau, Inter.Pact

FOSE Hands-on Classroom training is the fastest, easiest way to learn vital skills and applications that can boost your on-the-job success. Classrooms are filling fast—be sure to register today to avoid disappointment!

codes
E=Executive Manager
MS=Manager, Supervisor
U=User
T=Technical Manager
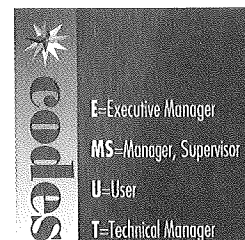
Introducing Wind
It's based on the idea th
require a generous a

All it takes is a few clicks of the mouse to share files and share information. No more long walks down the hall.
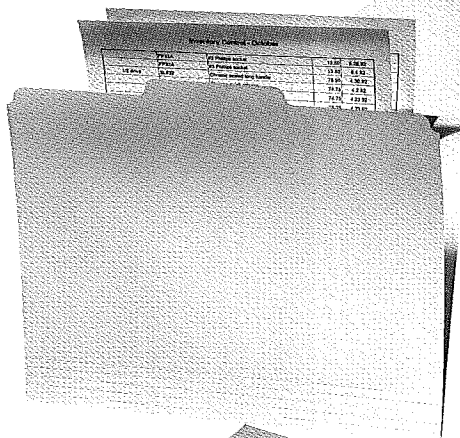
Now several people can share printers, so everyone can use the printer that best suits their needs, just by clicking a button.

MICROSOFT
WINDOWS FOR
WORKGROUPS

JULY 1993 TUESDAY
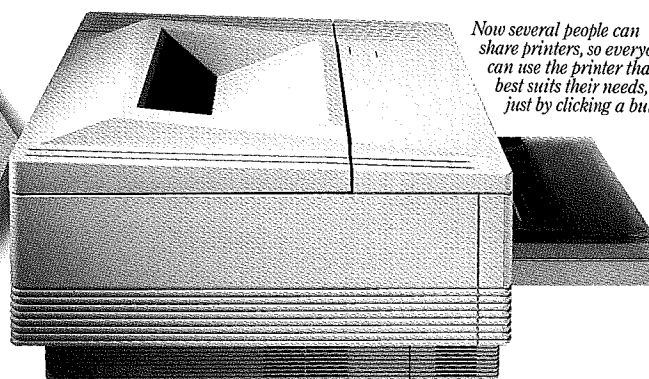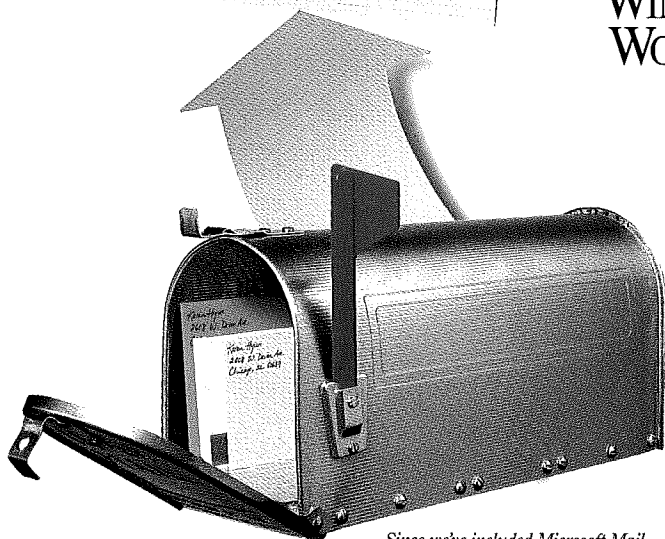
Since we've included Microsoft Mail, you can instantly send electronic mail to individuals or everyone in your workgroup. You can even add sounds and pictures.

We've also included Microsoft Schedule+, so you can manage calendars and schedule meetings with others. And you can spend more of your workday actually working.

ows for Workgroups.
at business relationships
mount of give and take.

As anyone in business would tell you, success often depends on how well you can work with others.

Not coincidentally, this is the strength of the Microsoft® Windows™ for Workgroups 3.1 operating system.

In fact, with its built-in networking, one could describe Windows for Workgroups as downright gregarious.

```
File Manager - [C:\WINDOWS\FILES\*.* - [KATARINA]]
File   Disk   Tree   View   Options   Mail   Window   Help
C: [KATARINA]
```

The file manager toolbar lets you use your network as fast as you can point and click. It gives you access to commonly used functions, such as sharing files and sending documents, at the touch of a button. How could sharing information be any easier?

For starters, you can say goodbye to the old "mind if I borrow your disk" routine. With Windows for Workgroups, you'll be able to share files and applications, even printers, faster than you can say "eject."

And then there's this handy little feature called Schedule+.

Say you want a meeting on Tuesday with Matt, who has a meeting with Duncan and Karen, who, wouldn't you know it, are meeting with Jim that same day.

No problem.

Just a couple of clicks and, zip, everyone's schedules are laid out right in front of you. So you can book a meeting without making a jillion phone calls.

Even things as basic as sending memos are simplified with Microsoft Windows for Workgroups. Now you can send electronic mail, including voice and graphics, to anyone in your workgroup.

In other words, Windows for Workgroups lets you share something with your coworkers other than frustration.

But just because it has these advanced capabilities doesn't mean that you'll need an advanced degree to understand it.

Quite the contrary.

Microsoft Windows for Workgroups is based on the familiar interface that millions of people have come to love. Even if you've never used Windows, it's the ideal starter network.

And since it works with Windows-based and MS-DOS® applications just like Windows 3.1, you can preserve and build on any investment you make in Microsoft Windows.

Which brings up our final point.

Windows for Workgroups is great for creating workgroups on existing networks, like LAN Manager and NetWare, as well.

All in all, it'll give you a whole new level of efficiency and productivity.

To find out more, go to your local computer retailer. Or call us at (800) 426-9400, Department HS5, for the store nearest you.

Once you discover everything Microsoft Windows for Workgroups can do, you'll want to share it with everyone.

MICROSOFT WINDOWS.

Microsoft®
Making it easier

LANs

TRACK LEADERS:

Stuart Pastman
Managing Partner
CGI Systems, Inc.

David W. Kirsch
Senior Network Consultant
CGI Systems, Inc.

LAN Basics - Intro to Major Hardware & Software Components

Tuesday, April 13, 1993
8:30AM - 9:45AM

Participants in this session will be introduced to major network hardware and software components including the network file server, workstation, cabling system, network cards, data backup, network operating system and workstation software. Participants will learn to identify the function of each network component and how they relate to other components. The pro's and con's of various network hardware and software choices will also be discussed.

YOU WILL LEARN:
- The names and functions of the various components of a LAN
- To determine the right type of LAN to meet your particular need
- The short term and long term strategic benefits of using LAN technology
- About which products are the leaders in the industry and why

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Stuart Pastman
Managing Partner
CGI Systems, Inc.

Client Server 101: Intro to Client-Server Computing

Tuesday, April 13, 1993
10:15AM - 11:45AM

Participants in this session will be introduced to client-server computing. While client server computing is one of the hottest topics of interest today, it is also one of the most misunderstood. This session will present a review of the basic concepts of client-server computing, and then build on this foundation with specific examples of how client-server computing is already being put to use. Also on the agenda are projections for the future of client-server computing, including reviews of forthcoming products.

FOSE Sessions

Concise, information-packed presentations designed to give you practical, working knowledge fast

YOU WILL LEARN:
- The concepts and methods involved in client-server computing
- Tips on how to use client-server computing to downsize applications from hosts to LANs
- Applications design techniques that dramatically improve performance on a network
- About products and tools that can be used to implement client-server computing

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Kelley Garrett
Senior Network Consultant
CGI Systems, Inc.

Multi-Site Networks 1: Methods, Trends, & Standards

Tuesday, April 13, 1993
1:30PM - 2:45PM

Local area networks have become a standard part of the information processing environment. However, businesses and agencies with more than one location are now trying to efficiently and economically bring the individual networks of those sites together. This session looks at the methodologies, current trends and standards, hardware and software (including bridges, routers, and gateways), as well as the benefits and pitfalls of wide-area networking.

YOU WILL LEARN:
- About the current state of wide-area connectivity
- Tips on choosing the appropriate equipment and services for wide-area networking
- Design techniques and methodologies for wide-area networking
- The basics of wide-area networks

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Jim Crawford
Senior Network Consultant
CGI Systems, Inc.

Multi-Site Networks II: Strategies, Tools, & Techniques

Tuesday, April 13, 1993
3:00PM - 4:15PM

As wide-area networking expands in government and commercial information processing, new strategies and tools have evolved to manage these complex environments. This session examines wide-area network management techniques, and discusses the tools available for monitoring and analyzing wide-area connections and for managing wide-area networks and equipment. The speaker will also discuss ways to maintain efficient and cost-effective multi-site connectivity.

YOU WILL LEARN:
- Effective wide-area network management techniques
- Tips on choosing the appropriate equipment and services for wide-area network management
- About specific tools available for wide-area network management
- What to monitor and how to make sense of information from wide-area network management tools

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Lee Love
National Marketing Manager
Novell, Inc.

Managing the Physical Plant: Network Topologies

Wednesday, April 14, 1993
8:30AM - 9:45AM

The physical plant of the network (topology)—encompassing the network cabling, network interface cards, repeaters, hubs and concentrators—binds the network together and provides the connectivity of the LAN. Since it represents the largest number of components in a network, it is often the single largest source of problems and requires a considerable effort to properly manage. In this session, techniques for operating existing networks as well as designing new networks in a manageable fashion will be presented. Particular attention will be given to the use of wiring hubs and concentrators as well as automated tools that can help in the documentation of the physical network. The session will also present a review of tools that can help in identifying problems and fault-isolation on the physical network.

YOU WILL LEARN:
- How to develop manageable network architectures on existing and planned LANs
- Tips on how to ease the management burden and increase network reliability.
- A review of the salient issues in selecting physical network management tools
- Tips on using proprietary and standard (SNMP & OSI/CMIP) management tools

WHO SHOULD ATTEND:
MS-T

SPEAKER:
Audie Hopkins
Senior Network Systems Engineer
Cabletron Systems

The Exposition

America's Computer and Information Systems Exposition
See what's new! What's hot! What's for you!

There's nothing else like it anywhere! Thousands of computer and information systems products and services along eight acres of show floor—many never before presented. Learn about the hot technologies and products in the Conference, and then get out and see them for yourself on the Exposition floor!

Browse, compare, evaluate, see demonstrations, ask questions— it's the fastest and most effective way to get the information you need.

You'll see the most innovative offerings from more than 500 leading IT suppliers in areas including:

Computer Systems and Services
Microcomputers, RISC Based Computing, Portables, Laptops, Pen Based Computing, Data Security Products, Storage Systems

Communications/Networks
LANs, Data Communications, Integrated Voice/Data, Client/Server Technology, Micro to Mainframe Communications, Network Management Systems, Open Systems, Interoperability

Imaging Technology
Document Imaging, Multimedia, Optical Disk Storage Systems, WORM

Multimedia
Digital Video, CD-ROM, Computer Based Training (CBT), Digital Audio, Authoring Interactive, 3-D Animation, Paint, Rendering, Visualization, Kiosks, Desktop Video Production, Image Compresion

Software
Applications Software, Operating Systems, GIS, Communications, Artificial Intelligence, Expert Systems, CASE Computer Graphics—Graphics Workstations, CAD/CAM Systems, Mapping Cartography, CALs, Compliant Technology

Office Systems
Copiers, Duplicators, Digitizers, Plotters, Faxes, Furniture

Expand Your Understanding Through Exclusive Briefings
Several key exhibitors will offer special presentations and demonstrations of specific technologies. Be among the first to see valuable technology application briefings in areas including: desktop publishing, virus protection, imaging, networks, groupware, storage and much more, presented by industry leaders such as IBM, Microsoft, Novell, Oce-USA, Travelling Software, Enable Software and many others!

Network with Other Users
Meet with user groups, and learn more about your favorite hardware and software from fellow enthusiasts. FOSE '93 user group participants include:

AFFIRM Association for Information Resource Management
AIIM Association of Image and Information Management
ARMA Association of Records Managers and Administrators
B-WISE Baltimore Washington Information Systems Educators
BAUD Baltimore Amiga Users/Developers Group
CANU Capital Area Novell Users Group
Capital Area Cadvance User Group
CMMUG Central Maryland Microcomputers Users Group
CNEPA Certified Netware Engineering Professional Association
CPCUG Capital PC User Group
Chesapeake PC Users Group, Inc.
Commodore—Hagerstown User Group
Crystal City Macintosh Users Group
Delmarva Apple Users Group
DPMA—Dulles Corridor Chapter Data Processing Management Association
Energy Federal Macintosh Users Group
Federal LAN Users Group
FGIPC Federation of Government Information Processing Councils
GOSS Government Open Systems Solutions Council
Greater Washington, D.C. Chapter of Records Administrators
Help Desk Institute Capital Area Chapter
Hypercard SIG
LGPA Local Government Personnel Association
Maryland Technology Association formerly MUMPS
MMA Microcomputer Managers Association
NECTA National Electronic and Computer Technicians Association
Pentagon Macintosh User Group
Senate Microcomputer Users Group
Virginia Macintosh User Group
WICCA Washington Independent Computer Consultants Association
Washington Apple Pi, Ltd.
WordPerfect Baltimore Users Group
WUGNET Windows User Group Network

Visit FOSE Open Systems and Networking & FOSE Software Exhibits

FOSE OPEN SYSTEMS

FOSE Software™

NETWORKING

Register Now for the Exposition and Admission is FREE!
Register for the Conference or just return the Exposition ticket by March 12, 1993 and your admittance to the Exposition— all the exhibits, user group sessions, technology applications briefings and more—is absolutely FREE!

Act Fast to Get Your FREE Official FOSE '93 Preview
Register before February 15, 1993 and receive your FREE copy of the official FOSE '93 Preview—a brand new FOSE benefit! You'll receive the Preview about one month before the event, so you can prepare your FOSE '93 Conference & Exposition strategy before you arrive.

The Preview contains:
* Complete listings and descriptions of 500+ FOSE '93 exhibitors—target key companies on the show floor

* Exhibitor product photos—get a preview of the hottest new products you'll see at the show

* Complete floor plan—to help you effectively navigate around the extensive Exposition floor

* Background articles on key IT companies and industry trends

Exposition Hours: April 13-15, 1993
10 am – 4 pm

The FOSE '93 Exhibitor List

At the FOSE '93 Exposition, see the entire spectrum of IT products,
services and solutions from more than 500 industry leaders including:

Thousands
of solutions!
See the latest
Information
Technology
products and
services!
New product
demonstrations!
Browse, compare,
evaluate,
ask questions—
all at your pace!

800 Software
A.B. Dick Company
ABM, Inc.
ACL Inc.
ACS Communications
Active Voice Corporation
Acucobol, Inc.
Adobe Systems, Inc.
American Business Information
American Computer Hardware Corporation
American Computer Inst. of Training, Inc.
American Power Conversion Corp.
AmPro Corporation
Anderson Soft-Teach
Annmarc, Inc.
Ansley - Associated Stationers Inc.
Ansley - Gemini Industries
Ansley - Z Label Corporation
Apple Computer, Inc.
Application Programming and Dev., Inc.
Applied Business Technology
Army Times Publishing Co.
ASAP Software Express
A & S Associates
Ascom Hasler Mailing Systems
askSam Systems
ASP Computer Products, Inc.
AST Computer
AT&T
Attachmate Corporation
AT&T Commvault Systems
AT&T Network Systems
Autodesk, Inc.
Automated Systems
AVNET Computer
BDS, Inc.
Bea Maurer, Inc.
Bell Atlantic
Bendata Management Systems, Inc.
Blink, Inc.
BMDP Statistical Software
Bohdan Associates, Inc.
BOK Industries, Inc.
Borland
BRS Software Products
Campbell Services Inc.
Canada, External Affairs
Canon U.S.A. Capital Marketing Resources, Inc.
CAP/Sweet's Electronic Publishing
Cardinal Technologies
Catapult
CE Infosys
Central Point Software
Certus International
CFC Technology Services
Cheyenne Software, Inc.
CIE America, Inc.

Cincom Systems, Inc.
Command Software Systems, Inc.
Compaq Computer Corporation
CompEd
CompuAdd Corporation
CompuCom Federal Systems Group
Compulink Management Center, Inc.
CompUSA
CompuSearch Software Systems
Computer Associates
Computer Expressions
Comshare, Inc.
Concentric Data Systems, Inc.
CONNEXPERTS A Div. of A.C.Tech
Continental Engineering Group DBA
Control Cable Inc.
Controlled Copy Support Systems, Inc.
Control Point Associates
Core International
Corel Systems Corporation
Cubix Corporation
Cyrix Corporation
Data - Cal Corporation
DataEase International
DATATECH
Data Tech Distributors
DCA
Dell Computer Corporation
Delrina Technology, Inc.
DEMCO, Inc.
Distributed Processing Technology
Diversified Info Services, Inc.
dLesko, Inc.
Dolch Computer System
DSI Micro, Inc.
Easi File Corporation
Eastman Kodak Company
Edge Systems, Inc.
EFI Electronics Corporation
Egghead Discount Software
Eiki International, Inc.
Electrohome Projection Systems
Electro Rent Corporation
Elin Computer Resources, Inc.
Emerson Computer Power
Enable Software
Engineered Data Products, Inc.
Epson
Ergotron, Inc.
Everex Systems, Inc.
Exabyte Corporation
Executrain
Falcon Microsystems
Fast Electronic
Faulkner Information Services
FC Business Systems
Federal Data Corporation
Ferno-Washington, Inc.
Fifth Generation Systems
Fischer Int'l. Systems Corp.
Folex Film Systems
Foresight Resources Corporation
Frederick Computers Plus
Friden Alcatel
Funk Software, Inc.
Future Enterprises
GA Computer Products
General Parametrics Corporation
GE PDPO
Government Computer News
Government Leasing Company
Government Micro Resources
GRID Systems Corporation
Group 1 Software
GTSI
Hands On Learning
Hayes Microcomputer Products, Inc.
Hitachi America
Hitachi Home Electronics
ICN
IDEA Servcom, Inc.
IMAGING Magazine
Impact Printhead Services
Individual Software
I-NET, Inc.
In Focus Systems, Inc.
Information Resources

Ingres
Integration Technologies Group, Inc.
Integro USA Intel Corp.
Interface Systems, Inc.
Interleaf, Inc.
Intermec
Iomega Corporation
IQ Software
Isolation Systems Ltd.
ISYX LAN Systems
Japan Digital Laboratory Co.
JetForm
JWP Businessland
KAO InfoSystems
Kelly Temporary Services
Kent Marsh, Ltd.
KnowledgeWare Inc.
Konica Business Machines
Kroy, Inc.
Labelon Corporation
La Cie, Ltd. (Quantum Corporation)
Lanier Worldwide, Inc.
LEARN PC
Linotype-Hell Company
Lotus Development Corporation
Mac Soft
Management Graphics, Inc.
Mannesmann Tally
MapInfo
Maynard Electronics, Inc.
Mega Drive Systems
Megahertz Corporation
Memory Products & More
MicroComputer Accessories
Micro Data Base Systems, Inc.
Micrografx, Inc.
Micrographic Specialties Inc.
Microlog Corporation
Microsoft Corporation
MicroVideo Learning Systems
Minolta Business Systems
Mitsubishi Electronics
M & M Industries
Monroe Systems for Business, Inc.
Motorola, Secure Telecommunications
Multi Acess Data Devices
Nada Concepts
National Computer Systems (NCS)
NCR Corporation
NEC Technologies, Inc.
NetFRAME Systems, Inc.
Network Computing Devices
Network General Corporation
Network Imaging
Networkland, Inc.
NewGen Systems
NEXT Computer, Inc.
Nova Office Furniture, Inc.
Novell, Inc.
Oce'-USA, Inc.
OCLI
Odyssey Development Inc.
Officeworks
Official Airline Guides
Olympus Image Systems, Inc.
One Mile Up
ONTOS
Optelecom, Inc.
Oracle Corporation
Panamax
Panasonic Communications & Systems Co.
PC Docs
PC-EXPANDERS, Inc.
Pelikan, Inc.
Pilot Software, Inc.
Pitney Bowes
Plantronics, Inc.
Plasmon Data Systems
Polaroid Corporation
Practical Peripherals
Prentice Hall Computer Publishing
Presidio Corporation
Primavera Systems, Inc.
Printers Plus
Procom Technology Inc.
Progressive Technologies
Progress Software

Proxima Corporation
QMS, Inc.
Qualitas, Inc.
Quantum Corporation
Quarterdeck Office Systems
Quartet Ovonics
Raritan Computer, Inc.
Raster Graphics
Reference Software International
Rena Systems
Rent-A-Computer, Inc.
Reply Corporation
Revelation Technologies
Richards Computer
Rimage Corporation RISO, Inc.
Rose Electronics
Santa Cruz Operation
Scantron Corporation
Sceptre Technologies, Inc.
Schwab Corporation
Search Software America
Security Dynamics
Seikosha America
Sigma Designs, Inc.
Simware Inc.
SkyTel
S. L. Waber, Inc.
SMC
Softmart, Inc.
Softshell
Soft Solutions
SoftView
Software Publishing Corp.
Software Spectrum
Source Computer Center, Inc.
Spacesaver Systems, Inc.
SPARTA, Inc.
SPSS Inc.
Steelcase, Inc.
Strategic Mapping
Structural Concepts Corporation
Sun Microsystems, Federal
SunSoft Corporation
Swan Technologies
SYBEX Computer Books
Symantec
Syntellect, Inc.
SyQuest Technology
Tally Systems Corporation
Tamaroff Associates
Technology Advancement Group, Inc.
Tektronix, Inc.
Tele-Photo Systems, Inc.
Telex Communications, Inc.
Terminal Data
Texas Instruments
The Network Connection
The T. Talbott Bond Company
Thomas Conrad
TIMESLIPS Corporation
Toshiba America, Inc.
Traveling Software
Trend Micro Devices, Inc.
Tricord Systems Trimarc Systems
Tripp Lite
T.S. MicroTech, Inc.
Unify Corporation
U.S. Government Printing Office
US Professional Development Institute
US Technologies Corporation
Valitek
Varityper, Inc.
VeloBind Inc.
Visual Systems Company
W. A. Charnstrom Co., Inc.
Wang Laboratories, Inc.
Western Telematic
Westwood Computer Corporation
White Pine Software
Wingra Technologies Inc.
Winsted Corporation
WordPerfect Corporation
Wordstar International
XTree Company
Zenith Data Systems, Inc.
Zeos, International Ltd.
Ziff Communication/Computer Library
AND MANY MORE!

FOSE 1993

Exposition April 13-15, 1993, 10am-4pm
Washington Convention Center, Washington, D.C.

PLEASE TYPE OR PRINT CLEARLY. THIS INFORMATION IS USED FOR YOUR BADGE.
TO REGISTER A CO-WORKER, PLEASE PHOTOCOPY THIS FORM.

Exposition Ticket, $25 Value
Register by 3/12/93 for FREE Admission to FOSE '93 Exposition

Pre-register by 3/12/93 and get full Exposition privileges while saving the $25 on-site admission fee and avoiding long registration lines! You'll receive your FREE admission badge in the mail two weeks before the show.

This is my ☐ Business address ☐ Home address
(If using home address, you must include your agency/office in order to be registered.)

First Name/Last Name A B E F G

Job Function

Department / Agency **Mail Code/Room #**

Office / Bureau

Mailing Address

City **State** **Zip+4**

Phone **FAX**

Business and government professionals only. No students. No one under age 18 admitted. No cameras or recording devices allowed.
For more information, call 800/638-8510 or 703/683-8500. Mail completed form to: FOSE '93, 313 S. Patrick Street, Alexandria, VA 22314-3567
Please—do not mail after 3/12/93. FREE registration is not available after that deadline, but you may still register on-site for the regular $25 fee. Note: Government personnel admitted free on-site with proper ID. If you require any auxiliary aids or services under the Americans with Disabilities Act, please call 800/638-8510, ext. 206 or 703/683-8500, ext. 206

YOUR FOSE '93 PROFILE
My employer is: (Please check one)
- BC ☐ Government (Non-Defense)
- BD ☐ Defense (Civilian and Military)
- BF ☐ Foreign Government
- BE ☐ State/Local Government
- BG ☐ Private Industry
- BI ☐ Systems Integrator
- BH ☐ Other: _____

B

My job function is: (Please check one)
- GD ☐ Senior Management-Information Systems
- GE ☐ Senior Management-All Other
- GF ☐ Mid-Level Management-Information Systems
- GG ☐ Mid-Level Management-All Other
- GM ☐ Consultant/Analyst, (Consultant, Management Analyst, Systems Integrator, Defense Contractor, Trainer, Editor/Writer)
- GI ☐ Technical-Information Systems (Programmer, Contract Specialist, Technician, etc.)
- GJ ☐ Technical-All Other (Engineer, Draftsman, Scientist, Architect, Graphic Artist, Designer, etc.)
- GK ☐ Sales/Marketing (Account Rep/Executive)
- GL ☐ Other: _____

YOUR FOSE '93 HOTEL
Do you plan to stay in a hotel during FOSE '93?
- DE ☐ Yes
- DF ☐ No

If yes, in which hotel do you plan to stay? (check one)
- HA ☐ Grand Hyatt Washington
- HB ☐ Ramada Renaissance Techworld
- HC ☐ Holiday Inn Crowne Plaza
- HD ☐ The Madison
- HG ☐ The Henley Park
- HH ☐ Embassy Suites Hotel
- HJ ☐ Washington Vista
- HL ☐ Omni Georgetown
- HN ☐ Comfort Inn-Downtown
- HQ ☐ J.W. Marriott
- HV ☐ Ritz Carlton-Pentagon City
- HP ☐ Other: _____

1993 FOSE.
America's Computer and Information Systems Conference and Exposition

National Trade Productions, Inc.
313 South Patrick Street
Alexandria, Virginia 22314-3567

1993 FOSE.
America's Computer and Information Systems Conference and Exposition

National Trade Productions, Inc.
313 South Patrick Street
Alexandria, Virginia 22314-3567

1993 FOSE.
America's Computer and Information Systems Conference and Exposition

National Trade Productions, Inc.
313 South Patrick Street
Alexandria, Virginia 22314-3567

LAN Administration: What to Do & What Tools to Use

Wednesday, April 14, 1993
10:15 AM - 11:45 AM

This session will examine the tasks and tools necessary to keep networks up and running properly. First, it provides an in-depth outline of the tasks and responsibilities of a network administrator, providing a functional job description as well as a guideline for expected time requirements to do the job. The session also presents a listing of products and tools that can help the LAN administrator tackle each and every task at hand. A representative set of these tools will be discussed in-depth to show how they can be used to increase the quality of the network services while cutting down time and reducing aggravation for the LAN administrator.

YOU WILL LEARN:
- An outline of the tasks and responsibilities of a LAN administrator
- A guideline for determining the amount of time and effort required to maintain LANs
- Listings of products, tools and resources that can save time and effort for the administrator
- Information on where to look to keep up with new tools and techniques

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Eric Brad
Senior Network Consultant
CGI Systems, Inc.

The Human Aspects of Networking

Wednesday, April 14, 1993
1:30PM - 2:45PM

Regardless of its size, every network represents the infusion of new technology into the work environment and has an impact on personnel. This session takes an in-depth look at how the processes involved with installing or expanding networks effect users, whether they be experienced power users or computer novices. This session will introduce managers to techniques for keeping user attitudes positive during this time of change, help them set and achieve realistic goals during the installation process, and secure constructive cooperation from those involved.

YOU WILL LEARN:
- The psychological impact of new technology
- Tips on minimizing the chaos that usually accompanies new network installations
- Ways to maximize user acceptance and use of the new system
- Techniques for soliciting input and developing a user-oriented installation

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Petra Wingate
Senior Systems Engineer
Riverbend Group, Inc.

Learn to use LANs more effectively in your operation –register for the FOSE '93 LANs sessions today!

codes
E=Executive Manager
MS=Manager, Supervisor
U=User
T=Technical Manager
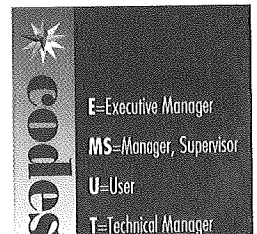
Interoperability

TRACK LEADER:

Dick Stark
Vice President
Global Management Systems, Inc.

Network Management: Integration Success Stories

Wednesday, April 14, 1993
8:30AM - 9:45AM

Various standards and technologies exist for network management, yet few really understand what network management is all about. What are the management issues for the networked desktop? Experienced users discuss configuration, LAN inventory, user behavior, security, protocol and other issues.

YOU WILL LEARN:
* Network management protocols such as SNMP, CMIP
* Optimal solutions
* The components of effective network management

WHO SHOULD ATTEND:
E-MS-U

MODERATOR:
Martin Mangold
Senior Systems Engineer
Global Management Systems, Inc.

SPEAKERS:
Representatives from selected agencies

The Future of TCP/IP

Wednesday, April 14, 1993
10:15AM - 11:45AM

This session covers a brief history of TCP/IP from DARPA to the role of the Internet Activities Board and IP Release 7. It will explain why TCP/IP has gained so much ground and where its future lies.

YOU WILL LEARN:
* What TCP/IP is and what it does
* TCP/IP products and solutions
* TCP/IP network management

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Leo J. McLaughlin III
Vice President
FTP Software

Open Systems: Real World Solutions

Wednesday, April 14, 1993
1:30PM - 2:45PM

"Open Systems" has taken on many different meanings over the past few years, but much of the discussion is really irrelevant — users are simply looking for technologies that provide solutions to their connectivity needs. In this session, several users discuss how their multi-protocol, heterogeneous computing environments interoperate.

YOU WILL LEARN:
* Real life solutions to the challenges posed by large heterogeneous computing environments
* The use of TCP/IP, GOSIP, and SNA networks in a LAN environment

WHO SHOULD ATTEND:
E-MS-T

MODERATOR:
Dick Stark
Vice President
Global Management Systems, Inc.

SPEAKERS:
Representatives from selected agencies

DISA's Role in Wide Area Networking

Wednesday, April 14, 1993
3:00PM - 4:15PM

Defense Information Systems Agency (formerly DCA) will play a key role in shaping DOD's wide area networking plans for years to come. DISA networking experts will discuss their organization and mission, including DISA's wide-area networking plans

YOU WILL LEARN:
* DISA's network architecture
* How DISA implements network management, performance, and protocols

WHO SHOULD ATTEND:
E-MS-T-U

MODERATOR:
Michael Goldstein, Ph.D.
Network and Communications Consultant

SPEAKER
Tony Montemarano
Defense Information Systems Agency
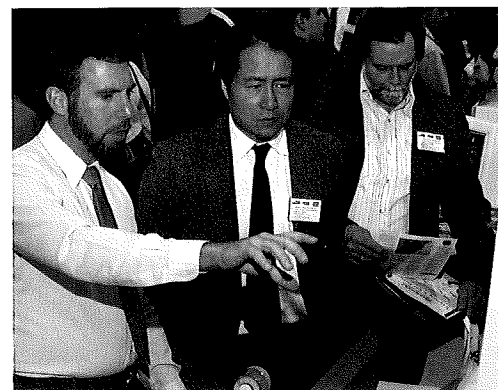Chief, DISN Program Development
Division

Learn to achieve interoperability success from those who have done it! Register for the sessions in this track right now!

Telecommunications

TRACK LEADER:

James Spann
President
Spann & Associates, Inc.

LANs, MANs, and WANs: Understanding Your Options

Tuesday, April 13, 1993
8:30AM - 9:45AM

With the proliferation of local area networks comes the need to create interconnectivity. This session focuses on the facility choices available in a metropolitan area and suggests criteria for evaluation. Topics considered are Competitive Access Provider (CAP) fiber facilities, the emerging capabilities of the CATV industry and facilities provided by local and interexchange carriers such as ISDN and Centrex.

YOU WILL LEARN:
- Alternatives to traditional telephone company dedicated facilities for internetworking local area networks between buildings, across the city or between cities
- Pricing structures provided by these alternative facility vendors

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Benny Espinosa
Vice President of Educational Services
Spann & Associates, Inc.

Wireless Data/Voice Systems: Where Do They Stand?

Tuesday, April 13, 1993
10:15AM - 11:45AM

The increased use of infrared and laser technologies and the broadened applications for radio frequency spectrum are creating alternatives to traditional wired technology. This session examines both currently available systems and proposed technologies in order to develop a basis for facility decisions, both short and long term

YOU WILL LEARN:
- Use of wireless technology as an alternative to building wiring for local area networks, key systems and PBXs
- About the potential cost-savings which wireless technology represents, and how to evaluate and choose between options

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
James Spann
President
Spann & Associates, Inc.

Area Wide Centrex: A LAN Alternative

Tuesday, April 13, 1993
1:30PM - 2:45PM

The latest tariffs to be developed by local exchange carriers offer (where permitted) a departure from the tradition-serving central office concept of providing Centrex. Increasingly, telephone companies are willing and able to provide Centrex ubiquitously across their service areas, even LATA-wide. As switching technologies advance, this service may serve as an alternative to linking data networks with a dedicated facility network. This session will examine the concept of utilizing area-wide Centrex as a virtual MAN for data and image transport.

YOU WILL LEARN:
- How the telephone company central office may be used as an alternative to purchasing a separate data switch for a metropolitan area network
- The cost/benefit equation of Centrex versus facility arrangements

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
James Spann
President
Spann & Associates, Inc.

Emerging Switching Technologies: FDDI, SMDS, ATM, and B-ISDN

Tuesday, April 13, 1993
3:00PM - 4:15PM

The data manager is inundated with information proclaiming different switching technologies to be the interim or ultimate answer to data transfer. This session will enable you to understand the newest available and emerging technologies employed for the transport of data, image, video and voice.

YOU WILL LEARN:
- High speed switching technologies which may elimiante the need for dedicated circuitry in the future
- To de-mystify the complex protocol stack associated with these new techniques
- Which methodologies will be best suited to individual requirements

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Benny Espinosa
Vice President of Educational Services
Spann & Associates, Inc.

Cables, Conduits, and Closets: Developing a Standard Wiring Plan (UWP)

Wednesday, April 14, 1993
8:30AM - 9:45AM

Paramount among the concerns of telecom/datacom managers is the cost and time consumed by never-ending changes and relocations. This session evaluates the benefits of developing a universal or standard wiring plan which can accommodate adds, moves and changes with a minimal amount of physical activity and help effect the changes in software or on main distribution frames.

YOU WILL LEARN:
- How to develop and implement a wiring policy and wiring plan which can be universally applicable in buildings throughout the company or agency
- How proper wire plans help control future expense

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
James Spann
President
Spann & Associates, Inc.

PC Protocols—Why Do We Fax?

Wednesday, April 13, 1993
10:15AM - 11:45AM

The vast majority of personal computers equipped with a modem also have applications software which can enable file transfer. Yet with few exceptions, users extract documents from programs, print them out and then send the documents via facsimile. This session examines that phenomena and suggests how it may change in the future with the expanded use of Windows-based products, integral fax/modem cards and an increasingly sophisticated user group.

YOU WILL LEARN:
- How PC protocols work and which are the most useful for file transfer
- The applications for combination modem/fax internal and external units and which are the most cost effective methods of data movement

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Jerry Kruczek
Director of Educational Development
Spann & Associates, Inc.

Are you keeping up with the changes in telecommunications technology — and using them as opportunities to boost performance? You can with the valuable information in the FOSE '93 Telecommunications Sessions!

TRACK LEADER:
Kenneth Berkman
Regional Economist
Bureau of Economic Analysis
U.S. Department of Commerce

Which CD-ROM to Buy? Does It Make A Difference?
Tuesday, April 13, 1993
8:30AM - 9:45AM

This session will provide an overview of CD-ROM technology, with an emphasis on the considerations when purchasing a CD-ROM drive. It will present the relative merits of different drives including the requirements for advanced multimedia capabilities. Drives of varying prices and capabilities will be described.

YOU WILL LEARN:
- The vocabulary of drive performance
- The variety of drives available and their prices
- The relationship between drive performance and the requirements of different applications
- How to select the best CD-ROM drive for your applications

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
To be determined

How to Install a CD-ROM on Your Computer
Tuesday, April 13, 1993
10:15AM - 11:45AM

Anyone can install a CD-ROM drive on a single computer with a little help. A variety of installations will be described, some involving installation of an interface card others simply attaching an adaptor to the parallel port. The session will also include a discussion of using portable CD-ROM drives with notebook computers.

YOU WILL LEARN:
- How to install a card in your computer
- How to load the appropriate device drivers
- What a SCSI port is
- How to use a parallel/SCSI adaptor

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Howard McQueen
President
CD Consultants

How to Install a CD-ROM on a Network
Tuesday, April 13, 1993
1:30PM - 2:45PM

One of the most effective ways to use a database of information on a CD-ROM is to make it available to an entire office or workgroup over a local area network. Depending on the type of network, this is accomplished with varying degrees of difficulty . The session will discuss installation of CD-ROM drives on peer-to-peer networks as well as on client-server networks.

YOU WILL LEARN:
- How to install a CD-ROM drive on a network
- How to select a CD-ROM drive for a network
- How to troubleshoot problems
- How to daisy-chain CD-ROM drives

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
To be determined

How to Use CD-ROM Technology in Your Office
Tuesday, April 13, 1993
3:00PM - 4:15PM

There are two primary ways CD-ROM technology can be used in an office environment. The first is in accessing large databases prepared by commercial, governmental, to nonprofit institutions. These databases range from the simplest text and data to very sophisticated bibliographic, graphic, and multimedia applications. The second and newest use is the preparation of CD-ROM disks in the office, which allows the creation of "one-off" CD-ROMs at relatively low cost. Individuals can now archive, distribute or master CD-ROM databases very easily.

YOU WILL LEARN:
- The variety of CD-ROM products available
- The hardware requirements of CD-ROM products
- The hardware and software required to make your own CDs

SPEAKER:
Matthew Leek
Marketing Manager
Trace, Inc.

What CD-ROMs are Available Today
Wednesday, April 14, 1993
8:30AM - 9:45AM

This session will introduce you to the full range of CD-ROM products available for a variety of different office environments. These types include numeric and statistical databases, bibliographic databases, as well as those designed for graphics and multimedia applications.

YOU WILL LEARN:
- The range of information available on CD-ROM
- Where to get the information you need

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
To be determined

Now That I Have a CD-ROM, What Do I Do With It?
Wednesday, April 14, 1993
10:15AM - 11:45AM

This session will demonstrate the strengths and weaknesses of a variety of CD-ROM product interfaces. Even experienced users often face a new product with a high degree of confusion. Pull down menus seem easy to use, but figuring out what they refer to often presents a puzzle. This session will help you learn how to get started with a new product.

YOU WILL LEARN:
- What to ask about a CD-ROM before you buy it
- How to use different types of CD-ROM interfaces
- "Her stories"

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Francie Mendelsohn
Program Manager
Microcomputer Technology Services
Information Strategies Group

CD-ROM technology

offers tremendous benefits

in any working environment!

Be sure you are making the most

effective implementation

decisions—participate in

the FOSE '93 CD-ROM sessions.

Register now!

TRACK LEADER:

Deborah Blank, Ph.D.
Director, Interactive Systems Division
Electronic Learning Facilitators, Inc.

Benefits of Interactive Multimedia for Training

Tuesday, April 13, 1993
8:30AM - 9:45AM

Interactive multimedia is becoming a widely-used training platform. Many organizations report cost savings, increased motivation, shortened learning time and increased flexibility as major benefits. Examples of multimedia training will be shown, and a formula for assessing cost/benefit will be demonstrated.

YOU WILL LEARN:
How other organizations are benefiting from interactive multimedia training
What the research shows about the benefits of interactive multimedia training
How to compare the costs of conventional training to those of interactive multimedia training

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Deborah E. Blank, Ph.D.
Director, Interactive Systems Division
Electronic Learning Facilitators, Inc.

Tools for Developing Multimedia

Tuesday, April 13, 1993
10:15AM - 11:45AM

There are multiple tools available for creating interactive multimedia. In this session, you'll see demonstrations of graphics packages, authoring systems and other software that can make the task both efficient and enjoyable.

YOU WILL LEARN:
How multimedia is created
Which software tools are appropriate for creating each multimedia element
The skills needed to use these tools effectively

WHO SHOULD ATTEND:
MS-T-U

SPEAKER
Elizabeth Wood
President
Egeland, Wood, & Zuber, Inc., and
Electronic Publishing and Design Center

How to be a Multimedia "Champion" in Your Organization

Tuesday, April 13, 1993
1:30PM - 2:45PM

Whether you're in government or business, you've surely thought of ways multimedia could be used in your organization. But what does it take to get others to see the benefits of multimedia? What are the costs involved? What staff are needed? How do you begin? These and other questions will be answered in this informal session.

YOU WILL LEARN:
How to convince others that multimedia is the "way to go"
Different options for funding a multimedia project
How to staff a multimedia project

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Steve Vineski
Environmental Protection Agency
EPA Institute

Anna Doroshaw
Environmental Protection Agency
EPA Institute

Public Information Kiosks: A Flexible, Friendly Information Delivery Option

Tuesday, April 13, 1993
3:00PM - 4:15PM

Disseminating information to the general public has always been a challenge. Now, agencies such as the Soil Conservation Service, Social Security and the Postal Service are using interactive multimedia kiosks to meet this challenge. In this session, you'll view several examples of public information kiosks and find out how your organization might implement this technology to further its goals.

YOU WILL LEARN:
What a multimedia kiosk is
How much kiosks cost
How a kiosk is designed
How to successfully implement a kiosk

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Geren Mortensen
Multimedia and Point-of-Information Specialist

Multimedia is fast emerging as one of the most attention-getting and effective tools for training and informing people. Register for these sessions and learn how to put this powerful technology to work for you!

codes
E=Excecutive Manager
MS=Manager, Supervisor
U=User
T=Technical Manager

TRACK LEADERS:

William L. Hooton
Vice President
Electronic Information Systems Group
I-NET, Inc.

Frank Moore
Imaging Consultant
Moore & Company

Digital Image Input Processing
Tuesday, April 13, 1993
8:30AM - 9:45AM
10:15AM - 11:45AM

This double session will focus on imaging technology and the techniques surrounding document and data conversion.

YOU WILL LEARN:
- Factors involved in image conversion
- Image conversion systemic issues and factors

WHO SHOULD ATTEND:
MS-T-U

MODERATOR & SPEAKER:
William L. Hooton
Vice President
Electronic Information Systems Group
I-NET, Inc.

SPEAKER:
Dr. John Scott
President
Lenzar Electro-Optics, Inc.

Image Retrieval and Use: The Human Link
Tuesday, April 13, 1993
1:30PM - 2:45PM
3:00PM - 4:15PM

This double session will focus on the technologies being used to retrieve and display data and images, and the human factors to be considered in their use.

YOU WILL LEARN:
- Retrieval technologies
- The human issues in image displays
- Requirements for image enabled computing

WHO SHOULD ATTEND:
MS-T-U

SPEAKERS:
Thomas T. van Overbeek
President and Chief Executive Officer
Cornerstone Technology, Inc.

Herb Edlestein
Partner
Euclid Associates

Dr. James Sheedy
Associate Clinical Professor
University of California, Berkeley

Image and Data Storage - A New Maturity
Wednesday, April 14, 1993
8:30AM - 9:45AM
10:15AM - 11:45AM

This double session will discuss the issues concerning temporary storage of data and images during processing, the permanent storage of digital images and the indexing and database methodologies being used to facilitate both.

YOU WILL LEARN:
- Database and indexing approaches
- Telecommunications techniques
- Process control methodologies
- Media selections for digital storage systems

WHO SHOULD ATTEND:
MS-T-U

MODERATOR & SPEAKER:
Linda Kempster
President
Strategic Management Resources, Inc.

SPEAKERS:
Bill O'Brien
Soft Information, Inc.

Jeffrey Charikofsky
Concept Engineering

Steve Fabry
Manager, Software Engineering
BTG, Inc.

Critical Issues in the Imaging Environment
Wednesday, April 14, 1993
1:30PM - 2:45PM
3:00PM - 4:15PM

This double session will provide insight into issues central to implementing and maximizing the benefits of imaging technology.

YOU WILL LEARN:
- Imaging technology and its relationship to workgroup computing
- Organizational imperatives involved with imaging
- Methodology for developing a strategic plan for enterprise electronic imaging among heterogeneous departments

WHO SHOULD ATTEND:
MS-T-U

SPEAKERS:
Frank Moore
Imaging Consultant
Moore and Company

Larry Levy
President
Capital District Resources, Inc.

Helene T. Roos, Psy. D.
Principal
HDA Consulting

Terry Menta
President
Optimenta

Learn the critical issues

in imaging technology

from the experts —

Register today!

Presentation Graphics & Desktop Publishing

TRACK LEADER:

Peg Clark
Publisher
Computer Digest

Desktop Publishing on a Budget — Make Your Desktop Publishing Cost-Effective

Tuesday, April 13, 1993
8:30AM - 9:45AM

Discover how to produce eye-catching, professional quality publications without breaking the bank. We'll be discussing decisions about purchasing and production with the bottom line in mind.

YOU WILL LEARN:
- How to make desktop publishing operations cost-effective
- What publishing services you should farm out and which you can do in-house
- How to get the best deals on equipment and software

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Thomas Piowar
President
Thomas Piowar & Associates

Choosing the Right Presentation Package

Tuesday, April 13, 1993
10:15AM - 11:45AM

The ability to design and develop presentation packages is much easier with the new technology— and often gives the presenter the inside track. What software and hardware do you need? What technology is necessary?

YOU WILL LEARN:
- How to evaluate your hardware/ software needs
- Whether you should use an outside designer
- What major software packages are available

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Jane Inge
Editor
Computer Digest

Scanners and Productivity: OCR, DIP and Other Technologies

Tuesday, April 13, 1993
1:30PM - 2:45PM

Learn about the technologies available to transfer on-paper information into your electronic information pipeline using Optical Character Recognition and Document Image Processing.

YOU WILL LEARN:
- Document image processing
- Use of LANS and WANS in information conversion
- How to optimize text search and retrieval

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
John Solomon
Vice President
Input Solutions

Output Requirements: Printers, Plotters, Scanners and Film Recorders

Tuesday, April 13, 1993
3:00PM - 4:15PM

On color printers today, prices are down and quality is up. Color graphic technology continues to evolve, diversity continues to expand and affordability has become critical. Learn about color graphics, its diversity and its affordability.

YOU WILL LEARN:
- To evaluate PCL laser printers
- The relative qualities of postscript laser and dot matrix printers

WHO SHOULD ATTEND:
MS-T-U

SPEAKERS:
Sam Taylor
Regional Manager
Electrograph

Dave Buell
Vice President
Advanced Laser Graphics

Designing Graphic Presentations Using Multimedia, Animation and Sound

Wednesday, April 14, 1993
8:30AM - 9:45AM

Presentation graphics products have been enhanced with the help of new software packages incorporating multimedia, animation, sound and video. Learn how to use all of these exciting tools during this session.

YOU WILL LEARN:
- Learn what this new medium can do
- Find out about the latest software products
- Determine training and contracting needs to achieve what you need

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Larry Rosenfeld
President
Stackig, Sanderson, and White

The ability to produce professional-quality publications and presentations can be yours! Let FOSE help you find your way through the confusing maze of options and make the best software and hardware decisions!

E=Excuctive Manager
MS=Manager, Supervisor
U=User
T=Technical Manager

25
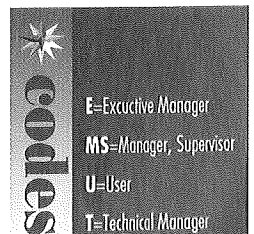
TRACK LEADER:

Stephan M. Chan
President
Uniprime Systems, Inc.

Introduction to UNIX for MS-DOS Users: Should I Consider UNIX?

Tuesday, April 13, 1993
8:30AM - 9:45AM
10:15AM - 11:45AM

This double session will introduce you to UNIX, using your knowledge of MS-DOS as a foundation. It will present a short history of UNIX and the C language, and then demonstrate how UNIX compares to MS-DOS and OS/2, how to select a suitable computer for running UNIX and where to find additional information and resources. This session will NOT be a tutorial on UNIX commands, command line parameters, or command line options.

YOU WILL LEARN:
 • What UNIX does that MS-DOS doesn't
 • What UNIX is and is not good for
 • How using UNIX compares to using MS/DOS
 • Future projections for UNIX, MS-DOS and personal computing

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Stephan M. Chan
President
Uniprime Systems, Inc.

Workstations versus PCs: When to Use Which

Tuesday, April 13, 1993
1:30PM - 2:45PM

This session will compare and contrast high-end Intel 80486 and P5 platforms with workstations, and discuss the advantages and disadvantages of each in regards to relative performance, comparative cost, availability, cost of software and hardware, ease of use, connectivity, and software portability.

YOU WILL LEARN:
 • When to choose a workstation versus a PC
 • The advantages/disadvantages of workstations and PCs
 • How workstations can solve problems
 • Whether workstations are compatible with your PCs

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Rick Deutch
Program Manager
Sun Microsystems

A Comparison of High Performance Workstations: IBM, HP, Sun, Silicon Graphics, Intergraph

Tuesday, April 13, 1993
3:00PM - 4:15PM

This session will consist of a panel of technical representatives from each of the various workstation manufacturers; each will compare their product line to those offered by the other vendors.

YOU WILL LEARN:
 • The features and capabilities each vendor offers
 • The differences between the various workstations
 • Which is best suited for your needs

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKERS:
Representatives from IBM, HP, Sun, Silicon Graphics and Intergraph

How to Integrate Workstations Into the PC Environment

Wednesday, April 14, 1993
8:30AM - 9:45AM

With the advent of Open Systems, workstations have become cost-effective solutions for tasks that are poorly handled by high-end PCs. This session will begin with workstation basics and then delve into more advanced concepts. You will leave this session with an understanding of how to place a workstation into a multi-vendor environment.

YOU WILL LEARN:
 • The definition of a workstation
 • Trends in hardware - RISC
 • Trends in software - UNIX
 • Planning considerations for multi-vendor computing

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Dipto Chakravarty
UNIX Performance Engineer
IBM Corporation

UNIX versus MS Windows NT versus OS/2: When to Use Which

Wednesday, April 14, 1993
10:15AM - 11:45AM

This session will compare the features, capabilities, and limitations of UNIX versus Microsoft's Windows NT, versus IBM's OS/2.

YOU WILL LEARN:
 • What each operating system does and does not do
 • Which is right for your organization
 • Whether your current software will work in the new environment

WHO SHOULD ATTEND:
E-MS-T-U

MODERATOR:
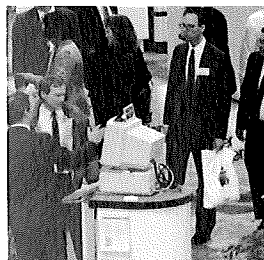**Stephan M. Chan**
President
Uniprime Systems, Inc.

SPEAKERS:
Representatives from Microsoft and IBM

POSIX, GOSIP, and FIPS: How Does This Affect Me?

Wednesday, April 14, 1993
1:30PM - 2:45PM

This session will discuss POSIX, GOSIP, FIPS and other standards that affect federal procurement from several perspectives: the government employee, the agency that is

purchasing computer equipment, and the vendor that is attempting to bid on government contracts.

YOU WILL LEARN:
- Whether the standards effect you
- Which you must obey
- Where you can get copies of these standards

WHO SHOULD ATTEND:
    E-MS-T-U

SPEAKERS:

Michelle Aden
Product Line Manager
    Government Standards
Sun Microsystems Federal, Inc.

Al Hankinson
National Institute of Standards and
    Technology
Chairman, IEEE POSIX 1003.0

Roger J. Martin
Manager, Software Engineering Group
Computer Science Laboratory
National Institute of Standards and
    Technology
Chairman, IEEE POSIX 1003.3

Performance Tuning of Your UNIX System
Wednesday, April 14, 1993
3:00PM - 4:15PM

This advanced session presents a technical insight into getting optimal performance from your UNIX systems. An overview of system resources will be presented, followed by an in-depth discussion on available performance monitoring tools. Finally, the session will address the management techniques for maximum performance and discuss the best strategy for investing in an upgrade.

YOU WILL LEARN:
- Which system resources are acting as performance bottlenecks
- Which turntable parameters influence performance
- How to use monitoring/measurement tools
- How to identify system bottlenecks
- How to improve system performance

WHO SHOULD ATTEND:
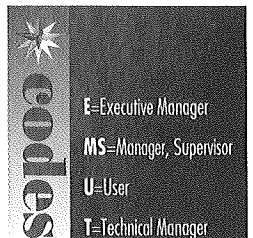   E-MS-T-U

SPEAKER:

Dipto Chakravarty
UNIX Performance Engineer
IBM Corporation

Looking to purchase or upgrade your workstations? Get the information you need to make the right implementation decisions— register for these sessions now!

Security

TRACK LEADER:

Robert Bales
Executive Director
National Computer Security
Association

End Users:
Your Best Security Investment
Tuesday, April 13, 1993
8:30AM - 9:45AM

The security industry concurs that 70% of security problems are caused by users who are trustworthy but unaware and uneducated. Users must become security practitioners— they are the only ones who can completely protect data, fight viruses and negate software piracy. We'll describe the problem, define the process of involving users and offer solutions.

YOU WILL LEARN:
* How to exponentially expand your security force—without hiring
* How to negate your legal liability in a software piracy case
* The legal issue of "due care" and how to apply it
* How to implement a comprehensive security awareness and education program
* How to finally declare war on viruses

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Kyle Myers
Vice President
Safeware

Information Warfare:
The Federal Perspective
Tuesday, April 13, 1993
10:15AM - 11:45AM

The cold war has been replaced with economic and industrial espionage— computers and keyboards are today's bombs and bullets. How will information warfare affect agency operations and national security?

YOU WILL LEARN:
* An update on computer crimes
* The weapons of Information Warfare
* Should we worry? How much? And when?
* How to adopt a defensive posture
* What the government needs to do

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Winn Schwartau
Executive Director
Inter.Pact

Importance of Authenticating Users in Government Computing Networks
Tuesday, April 13, 1993
1:30PM - 2:45PM

Many government agencies have been living under the assumption that existing computer security protocols adequately control access to classified data. However, because of the proliferation of desktop computers, file servers and remote access to other systems and mainframe computers, the threat of sensitive information being lost due to unauthorized access has increased dramatically. Ken Weiss will discuss how government departments and agencies can control access to various levels of documentation, ensuring that only authorized users can gain entry.

YOU WILL LEARN:
* The "Seven Es" of computer abuse and how to safeguard against them
* How computer security requirements and end-user convenience can coexist
* Authentication and access control solutions
* How to work with existing security systems

WHO SHOULD ATTEND:
MS-T-U

MODERATOR:
Ben Miller
Publisher
Personal Identification News

SPEAKERS:
Ben Bosen
Founder
Enigma Logic

Ken Weiss
Chief Executive Officer
Security Dynamics, Inc.

Viruses & Netware:
What You Should Know
Tuesday, April 13, 1993
3:00PM - 4:15PM

This session presents background on how viruses affect—and don't affect—Netware, and discusses how you can implement virus protection on your Netware LAN.

YOU WILL LEARN:
* The vulnerable aspects of Netware with respect to viruses
* How to protect yourself against those weaknesses
* Useful guidelines for setting policy

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
David Stang
Director of Research
ICSA

PC Data Recovery:
Installation and Techniques
Wednesday, April 14, 1993
8:30AM - 9:45AM

This seminar is designed for the PC user or support person who must install hard & floppy disk systems and recover lost or damaged disk data. The only background necessary is a basic knowledge of the PC.

YOU WILL LEARN:
* How to use built-in DOS utilities to secure your data
* How to install new hard and floppy disk drives
* Recovery techniques—with hands-on practice
* Evaluations of products and programs by brand name
* To work with different drives and interfaces

WHO SHOULD ATTEND:
MS-T-U

SPEAKERS:
Mark Minasi
President
Mark Minasi & Company

How to Test Disaster Recovery Plans

Wednesday, April 14, 1993
10:15AM - 11:45 AM

Information flow is the lifeblood of most organizations today. No computer installation should be without a proven recovery capability. This session will demonstrate the variety of ways a contingency plan can be tested, and describe the roles of the people responsible for its usefulness. It will outline the contents of a data processing contingency plan and focus on methods to test a plan's operational effectiveness.

YOU WILL LEARN:
- The components of a disaster recovery plan
- How to test the parts of the plan
- The key players in disaster recovery testing

WHO SHOULD ATTEND:
MS

SPEAKERS:
Michael Sobol
Publisher
Information Security News

Robert Campbell
President
Advanced Information Management

Security for PCs That Run Microsoft Windows

Wednesday, April 14, 1993
1:30PM - 2:45PM

Microsoft Windows has brought ease of use, graphical user interface and advanced security features to millions of users. This session will cover several commercial implementations of security on standalone and networked PCs running Windows 3.1. Two new data types will be introduced—video and audio—and their security implications explored. This session is designed to provide security management with the detailed information necessary to implement a security program for this environment.

YOU WILL LEARN:
- How to plan and implement a security program for the Windows environment

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKERS:
Hans Von Braun
Principal
Creative Strategies International

Multiple Password Challenges in Mainframe Communications

Wednesday, April 14, 1993
3:00PM - 4:15PM

Security consciousness has resulted in the creation of major password barriers. In fact, the need to remember as many as a dozen different passwords is not uncommon. This session addresses the solution to this problem which can be found in secure single sign-on computer processing interruptions in today's environment. This session will briefly describe the contents of a data processing contingency plan and then focus on methods to test the plan's operational effectiveness.

YOU WILL LEARN:
- PC to LAN single sign-on
- PC to host single sign-on
- Custom single sign-on applications

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKERS:
John D. Worthen
President
Pyramid Development Corporation

Your data represents one of your organization's most valuable and irreplaceable assets— find out how to protect it most effectively on any budget!

codes

E=Executive Manager
MS=Manager, Supervisor
U=User
T=Technical Manager

29
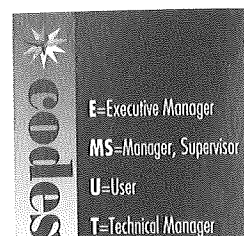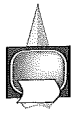
Management Issues

TRACK LEADERS:

LTC Frederick Kolbrener
Chief, Personnel Management Branch
PERDIV, HQDA OCAR
Chairman, Pentagon PC Users Group

Mark Amtower
President
Amtower & Associates

Michael Glagola
System Integration Marketing
Senior Account Executive

Deniz Hardy
Public Relations Manager
Falcon Microsystems

Help Desk and Asset Management: How to Plan, Support, and Analyze
Tuesday, April 13, 1993
8:30AM - 9:45AM

This session will help MIS department managers meet one of their most difficult challenges of the 90's— how to plan, support and analyze the increasingly complex use of microcomputers with decreasing staff budgets.

YOU WILL LEARN:
- Cost effective help desk management— maintaining or increasing productivity with fewer resources
- Innovative strategies for the internal marketing of your training/support programs
- How to use vendors and user groups for internal support and training
- Develop a help desk policy and procedures on a limited budget

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Andy Boots
Director, Systems Technical Staff
Department of Justice

Configuration Management: Your Key to Survival
Tuesday, April 13, 1993
10:15AM - 11:45AM

Change is inevitable. Having a standard method for managing change to PC, network, and related system configurations is essential. Attend this session and learn what you can do to improve your ability to manage change.

YOU WILL LEARN:
- Trends in configuration management in the Federal Government
- What is working in other agencies
- Emerging technologies impacting configuration management

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Fotios Skouzes
Director of MIS
Falcon Microsystems

"Best Value" ADP Procurement: Challenges and Opportunities
Tuesday, April 13, 1993
1:30PM - 2:45PM
3:00PM - 4:15PM

"Best value" is the new watch word of Federal ADP procurement. This approach allows the Government to tradeoff technical and price considerations to obtain the "best value" for its users. To do this, the Government states its requirement functionally while reserving discretion over how to evaluate proposals. But with this approach, it is even more important for vendors to get the information they need to fully understand the functional requirements and maximize the likelihood of winning the contract. This session will help Government users and vendors to recognize and solve the conflicts and opportunities inherent in this new approach.

YOU WILL LEARN:
- Rules applicable to best value procurement
- Best examples to follow
- How to write a best value solicitation
- How to propose against one
- How technical and price considerations are traded off

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Carl J. Peckinpaugh
Of Counsel
Akin, Gump, Hauer & Feld, L.L.P.

Strategic Planning and Life Cycle Management
Wednesday, April 13, 1993
8:30AM - 9:45AM

Too many managers get caught in the reactive loop of dealing with the day-to-day problems and never get to plan. Here's some tips on breaking out of the loop and being more effective.

YOU WILL LEARN:
- Effective planning tools
- Guidelines for strategic planning

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
J. Michael Gibbons
IRM Coordinator
Federal Bureau of Investigation

Executive Computing: Getting the Boss on the Keyboard
Wednesday, April 14, 1993
10:15AM - 11:45AM

Many of today's executives are planning strategy that reaches far beyond the year 2000, yet they do so using only pen, pencil, and paper—tools that matured centuries ago. This session will demonstrate the advantages of bringing your boss into the modern era of office and management automation.

YOU WILL LEARN:
- The advantages of using modern tools to increase productivity
- How to measure productivity in order to show your boss the advantages of automation
- Using automation management tools to increase family time

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Steve Miller
Microcomputer Specialist
ICMA Retirement Corporation

Technologies for the Physically Challenged
Wednesday, April 14, 1993
1:30PM - 2:45PM

This class is designed to give an overview of the computer technologies available for people who are vision, speech, hearing or mobility impaired, including screen reading/speaking, braille output and displays, document readers and magnifiers, voice input and output, TTY devices and alternative input keyboards. The technology will include MS-DOS, Microsoft Windows, OS/2, Macintosh and UNIX environments. AT&T/NCR will also explain the service component that is necessary for meeting the needs of people with disabilities.

YOU WILL LEARN:
- About the technologies available
- The steps necessary to provide services to people with disabilities
- An overview of the Americans with Disabilities Act and Section 508 of the Rehabilitation Act

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
Michael Fratkin
Technical Manager
AT&T/NCR

Learn how to effectively integrate technology management and personnel management in these up-to-minute sessions!

Directions in Computing Technologies

TRACK LEADER:

David Sokolower
Architecture Manager
Intel, Corporation

New Directions in PC Technology

Wednesday, April 14, 1993
8:30AM - 9:45AM

An overview on emerging trends in the computer industry, in addition to discussing accomplishments to date and future areas for improvement. Scheduled are discussions of trends in software technology and the evolution of the computing platform to support new and easier to use man-computer interfaces such as multimedia. The session will also include information on evaluating PC performance for the applications requirements of today and tomorrow.

YOU WILL LEARN:
- The new performance features being designed into PCs
- The questions to ask when buying a PC
- The different meanings of "upgradeability"
- How to measure PC performance in your work environment

WHO SHOULD ATTEND:
E-MS-T-U

SPEAKER:
David Sokolower
Architecture Manager
Intel Corporation

Every FOSE Session looks to the future, but here's your opportunity to tap into expert knowledge on specific IT trends — and learn how to best manage change in your organization!

Energy Efficient Computing: EPA's Energy Star Program

Wednesday, April 14, 1993
10:15AM - 11:45AM

This session will describe Energy Star, EPA's new program to help create a market for energy efficient desktop computers. Representatives will describe EPA's success in enlisting computer and component manufacturers, government agencies and Fortune 1000 Companies to build and purchase energy efficient desktops. This session will provide a current list of computer manufacturers who will be building Energy Star systems, and describe the current status of suggested guidelines for future Federal computing acquisitions.

YOU WILL LEARN:
- How you can identify an energy efficient computer
- Which computer manufacturers build energy efficient computers
- The reasons for energy efficient computers
- What other energy efficient office equipment standards the EPA is working on

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Brian Johnson
Energy Star Program Manager
Environmental Protection Agency

Multiprocessing Servers: Are They Ready for Prime Time Computing?

Wednesday, April 14, 1993
1:30 - 2:45PM

A frank discussion of the realities of multiprocessing. What they can really do for you, what their limitations are and what's on the horizon. Hardware, software and operating system issues will be examined to assist participants in accessing the applicability of multiprocessing architecture in meeting the needs of their organization.

YOU WILL LEARN:
- The questions you should ask when considering the value of multiprocessing architecture
- Where you can use multiprocessing
- The benefits of multiprocessing
- The limitations of the technology
- The important features

WHO SHOULD ATTEND:
MS-T

SPEAKER:
Mickey McIntire
Director, Distributed Systems Group
Phoenix Systems

Portable Computing Technology

Wednesday, April 14, 1993
3:00PM - 4:15PM

An overview of the mobile computing environment covering common user functions and future needs. Most of the session will focus on technology available to support pen and laptop-based systems in evolving processors technology, evolving standards for providing expandability to mobile systems, new memory technology which will provide faster and more reliable systems and communications technology support for mobile computing.
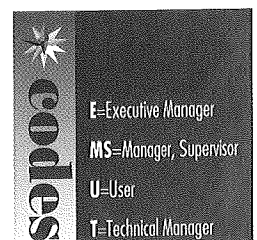
YOU WILL LEARN:
- What questions to ask when buying a laptop
- Tradeoffs between performance, functionality and battery life
- What to look for in expandable laptops
- Current and future mobile communication options
- Why mobile computing technology will impact you

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Perry Lynne
Mobile Computer Technology
Intel Corporation

TRACK LEADER:
Michael Glagola
System Integration Marketing
Senior Account Executive
NCR/Teradata

Mass Storage Techniques for Data Warehousing & Archiving
Tuesday, April 13, 1993
8:30AM - 9:45AM

The "Terrors of TeraByte:" as the cost of mass storage technologies comes down and the requirements of their implementations go up, larger and larger storage solutions are sought.

YOU WILL LEARN:
- Aspects of solving the terabyte storage challenge
- Different types of media and robotics jukeboxes, their storage capacity and weight per sq. ft
- Transmission and access tradeoffs and the management of such storage devices

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Linda Kempster
President
Strategic Management Resources

Middleware for Interoperable Database Access
Tuesday, April 13, 1993
10:15AM - 11:45AM

Database developers in the federal government are faced with a host of challenging requirements. New applications must function in an open and distributed computing environment while utilizing data from legacy systems hosted on mainframe and minicomputer databases. Developers need the flexibility of being able to deploy applications using a variety of database architectures including client-server, multi-user and stand-alone implementations. End users who have been empowered by graphical computing environments are demanding tools which will allow them to use data in new and powerful ways. This session will examine the architecture and applications for both server-based and client-based middleware.

YOU WILL LEARN:
- How middleware can aid the systems integrator in meeting diverse demands
- How gateway development tools, as well as OTS gateway applications, can help integrate data from a variety of platforms
- How desktop applications ranging from query and reporting tools to 4GL database development systems are finding new

ways of accessing heterogeneous data without having to support vendor specific data access APIs

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Roger Doherty
Database Specialist
Microsoft Federal Systems

Work Group Computing
Tuesday, April 13, 1993
1:30PM - 2:45PM

The PC revolution of the 1980s gave individual users the freedom to rapidly develop application solutions. A negative by-product is applications which are segregated, leaving integration difficult or impossible to achieve. Workgroup computing presents a distinct approach for the re-integration or initial integration of selected applications with little or no loss of the freedom users realized during the PC revolution.

YOU WILL LEARN:
- How groupware enables workers to perform tasks cooperatively without constraints on location, computer platform, etc.
- About mail system management tools being introduced, such as MHS, SMTP, SNADS, and X.400
- How standards play a key role in the success of workgroup computing

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Gail Quigley
Consulting Systems Engineer
NCR

Distributed Applications and Distributed Databases
Tuesday, April 12, 1993
3:00PM - 4:15PM

LEADER:
Lori Ruff
Manager
Technical Marketing Programs
Oracle Federal

Though the concepts of distributed databases and applications are quite simple, the implementation of this concept has been elusive. Even with emerging hardware and software products, the implementation of these concepts face considerable hurdles.

YOU WILL LEARN:
- The realities of distributed computing from its inception to the present to a projected future
- How to address issues associated with servers, networks and applications

- Solutions to the problems of today and a start on addressing the solutions of tomorrow

WHO SHOULD ATTEND:
MS-T

SPEAKER:
Walker White
Technical Marketing Manager
Oracle Federal

Techniques for Parallelization of Database Services
Wednesday, April 14, 1993
8:30AM - 9:45AM

This session will cover the application of parallel processing for high performance and high capacity database management.

YOU WILL LEARN:
- Different implementations of parallel processing
- Software issues with respect to parallel processing
- How to utilize parallel processing in database management applications with high capacity and performance requirements

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Paul Bass
Senior Product Manager
Sybase

Accessing Heterogeneous Multi-Terabyte Databases
Wednesday, April 14, 1993
10:15AM - 11:45AM

Even though storage capacity limits have grown significantly, users are still unable to get all of their data on-line. The advent of high density storage products have not necessarily delivered on their promises of more information on-line. These new storage technologies have limitations such as access speeds, non-DASD like characteristics and exception handling.

YOU WILL LEARN:
- Methodologies based on hierarchical concepts to overcome these limitations and provide multi-terabyte storage solutions
- Issues and associated trade-offs in the implementation of massive multi-terabyte databases.

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Bryan Piggott
Program Manager, ENGRAFT
PRC

Powerusers: Learn more about the enabling technologies that can help boost your performance! Register now and save!

DoD

TRACK LEADER:

LTC Frederick Kolbrener
Chief, Personnel Management Branch
PERDIV, HQDA OCAR
Chairman, Pentagon PC Users Group

How is the DoD Using Integrated Definition Language (IDEF)?

Tuesday, April 13, 1993
8:30AM - 9:45AM

The DoD is implementing the business philosophy of Corporate Information Management (CIM) and applying IDEF as one many techniques to achieve business process improvements.

YOU WILL LEARN:
* Background on the implementation of DoD's business process improvement program
* How DoD is incorporating IDEF into its business process improvement program
* How IDEF is being applied in actual functioning modeling projects

WHO SHOULD ATTEND:
E-MS

SPEAKERS:
Bunnie Smith
Deputy Director of Defense Information, DASD(IS)

Connie Leonard
Assistant to Deputy Director for Business Process Improvement
Office, Director of Defense Information Management, OASD (C3I)

Defense Management Report Decision 918 (DMRD 918)

Tuesday, April 13, 1993
10:15AM - 11:45AM

DMRD 918 was approved on 9/15/92 and mandates central technical control and configuration management of the Defense information infrastructure. This session will inform participants of the requirements of DMRD 918, how it will be implemented and its impact on their organization.

YOU WILL LEARN:
* The requirements of DMRD 918
* How your organization will be affected by the implementation of DMRD 918
* How to implement DMRD 918 with a minimum impact on your organization

WHO SHOULD ATTEND:
E-MS-T

SPEAKER:
Ron Oxley
Director, Program Objective Memorandum Issues
Command Control Communications (C3I)

Reusing Federally Developed Software

Tuesday, April 13, 1993
1:30PM - 2:45PM

The Federal Government spends hundreds of thousands of dollars to develop software each year. The Center for Software Reuse Operations collects federally developed software for use by other agencies. Agencies can save on future contract dollars by not paying to redevelop software routines that have been already paid for by another agency.

YOU WILL LEARN:
* Where to look for government developed software
* How to apply for the use of federally developed software modules
* About the government Software Reuse Program

WHO SHOULD ATTEND:
MS-T-U

SPEAKER:
Dr. Steven Merritt
Chief of Asset Management Branch
Center for Software Reuse Operations

Managing Computing Assets and Technology

Tuesday, April 13, 1993
3:00PM - 4:15PM

The explosion of advances in both hardware and software has created a veritable nightmare for IRM personnel in keeping up with what equipment is installed in what computer and what software is on each machine.

YOU WILL LEARN:
* About available tools for software and hardware inventory
* To determine your exposure for "undocumented" software
* How to get a proactive management program off the ground
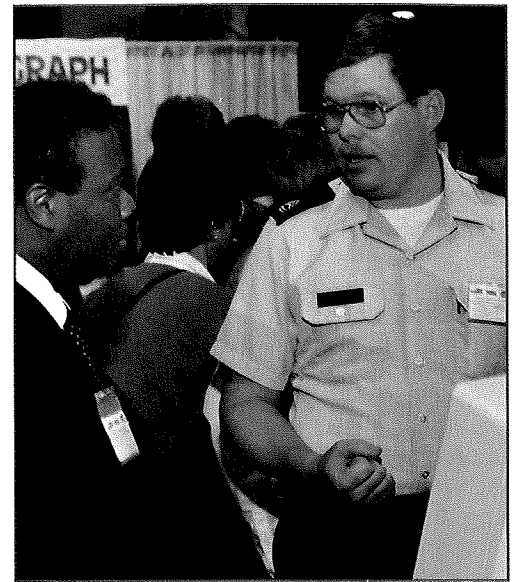
WHO SHOULD ATTEND:
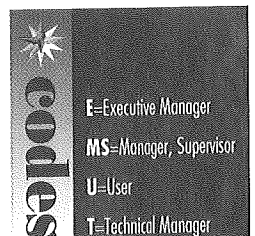E-MS-T-U

SPEAKER:
Bill Holder
Consultant and Director of Operations
Micropath, Inc.

DoD personnel face special challenges and work with unique issues. FOSE presents experts who understand this environment and can help you be more effective—fast!

DoD Sessions are FREE!

E=Executive Manager
MS=Manager, Supervisor
U=User
T=Technical Manager

33

FOSE '93 Hotel/Travel Information
Special Travel and Hotel Rates for FOSE '93 Participants

FOSE '93 has made arrangements to provide you with reduced rates on hotel and travel accommodations. After you've registered for the Conference or Exposition, just call Travel Planners—the Official Travel Coordinator for FOSE '93—to take advantage of the special discounts.

Save on hotel accommodations!
Get substantial savings off of the regular Washington-area hotel rates—single or double occupancy. Special Government rates are also available. Please note: the rates listed below are available only through Travel Planners and not through the hotels directly. Call Travel Planners for details.

Save on airfares on American Airlines and Delta— and get a FREE gift
You'll receive the lowest available airfares when you make your flight arrangements through Travel Planners. In addition, Travel Planners will send you a FREE travel alarm clock when you purchase tickets through them. (Allow 3-6 weeks for delivery.) You won't want to travel without it!

One toll-free call confirms all your travel arrangements! For more information on how you can take advantage of these valuable discounts from FOSE and Travel Planners, call **1-800-221-3531**, (in New York call **1-212-473-4688**,) Mon-Fri, 9am-5pm EST. If you prefer, use the convenient FAX number **1-212-995-5644** or telex number **4950380**.

	Regular Rate*		FOSE '93 Rate	
	Single	Double	Single	Double
Grand Hyatt Washington	$224	$249	$149	$169
Ramada Renaissance Techworld	$205	$225	$145	$165
Holiday Inn Crowne Plaza	$175	$195	$135	$135
The Madison	$225	$250	$140	$140
J.W. Marriott	$209	$224	$149	$159
Henley Park Hotel	$185	$205	$150	$170
Embassy Suites	$194	$214	$149	$149
Washington Vista	$155	$165	$140	$140
Omni Georgetown	$180	$200	$90	$90
Comfort Inn-Downtown	$99	$109	$80	$80
Ritz Carlton-Pentagon City	$180	$200	$140	$140

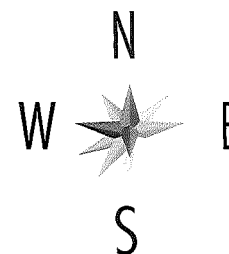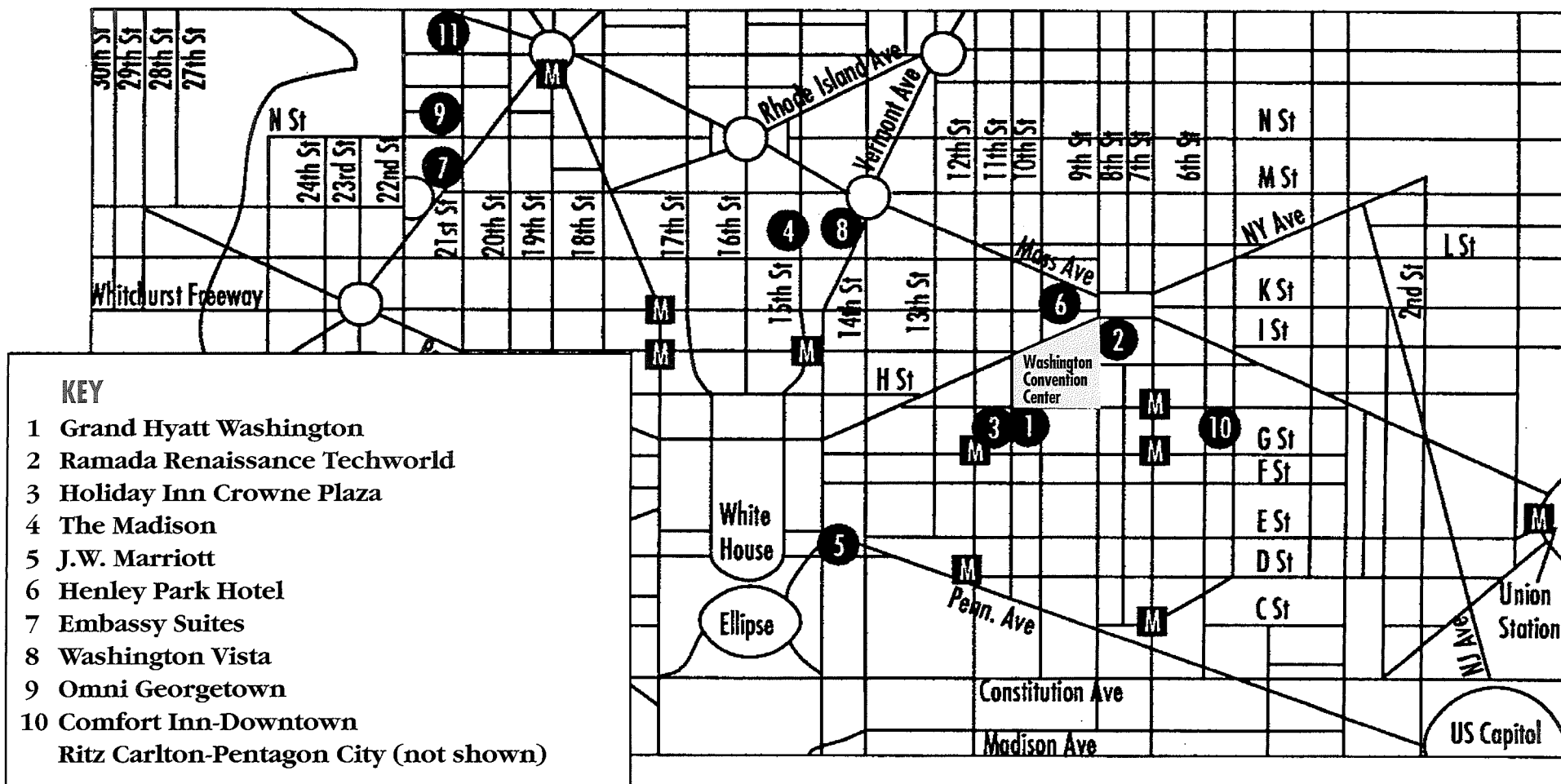• Regular rates correct as of 11/19/92 and subject to change. Government rates are also available.

If you are required to use your corporate travel agent, you can still get the lowest airfares available. Just have your agent call: American Airlines: **1-800-433-1796** and refer to Star File #S9616; Delta Airlines: **1-800-241-6760** and refer to file #H0452

Additional Information to Help you Get to FOSE '93

The Convenience of Metro
Washington's metro subway system provides fast, efficient transportation throughout the city and surrounding suburbs. There are two metro stations within two blocks of the Convention Center: Metro Center, served by the Red, Orange and Blue lines; and Gallery Place, served by the Red and Yellow lines.

Free Shuttle Buses
Complimentary shuttle bus service to and from the Convention Center is provided from Tuesday, April 13 through Thursday, April 15 from points convenient to most government agencies and businesses. A complete schedule listing times and locations will be included in your registration confirmation, or call **703-683-8500** for information.

KEY

1 Grand Hyatt Washington
2 Ramada Renaissance Techworld
3 Holiday Inn Crowne Plaza
4 The Madison
5 J.W. Marriott
6 Henley Park Hotel
7 Embassy Suites
8 Washington Vista
9 Omni Georgetown
10 Comfort Inn-Downtown
   Ritz Carlton-Pentagon City (not shown)

FOSE 1993 Conference Registration

Conference: April 12-15, 1993 • Exposition: April 13-15, 1993 • Washington Convetion Center • Washington, D.C.

Please type or print clearly. This information is used for your badge. To register a co-worker, please photocopy this form.
This is my ☐ Business address ☐ Home address (If using home address, you must include your agency/office in order to be registered.)

1

First Name/Last Name   A B E F G

Job Function

Department / Agency   **Mail Code/Room #**

Office / Bureau

Mailing Address

City   **State   Zip+4**

Phone   **FAX**   B

---

2 YOUR FOSE '93 PROFILE

A. My employer is: (Please check one)
- BC ☐ Federal Government (Non-Defense)
- BD ☐ Defense (Civilian and Military)
- BF ☐ Foreign Government
- BE ☐ State/Local Government
- BG ☐ Private Industry
- BI ☐ Systems Integrator
- BH ☐ Other: _____

B. My job function is (Please check one)
- GD ☐ Senior Management—Information Systems
- GE ☐ Senior Management—All Other
- GF ☐ Mid-Level Management—Information Systems
- GG ☐ Mid-Level Management—All Other
- GM ☐ Consultant/Analyst, (Consultant, Management Analyst, Systems Integrator, Defense Contractor, Trainer, Editor/Writer)
- GI ☐ Technical—Information Systems (Programmer, Contract Specialist, Technician, etc.)
- GJ ☐ Technical—All Other (Engineer, Draftsman, Scientist, Architect, Graphic Artist, Designer, etc.)
- GK ☐ Sales/Marketing (Rep/Account Executive)
- GL ☐ Other _____

3 YOUR FOSE '93 HOTEL

Check here if you plan to stay in a hotel during FOSE '93.
- DE ☐ Yes
- DF ☐ No

In which hotel do you plan to stay? (check one)
- HA ☐ Grand Hyatt Washington
- HB ☐ Ramada Renaissance Techworld
- HC ☐ Holiday Inn Crowne Plaza
- HD ☐ The Madison
- HG ☐ The Henley Park
- HH ☐ Embassy Suites Hotel
- HJ ☐ Washington Vista
- HL ☐ Omni Georgetown
- HN ☐ Comfort Inn—Downtown
- HQ ☐ J.W. Marriott
- HV ☐ Ritz Carlton—Pentagon City
- HP ☐ Other _____

4 YOUR FOSE CONFERENCE PACKAGE

Seating limited to 30 people per tutorial or classroom.
Please reserve your seat by checking the appropriate box.

Choose your Monday Tutorial
MONDAY 9:00 am - 4:30 pm
- ☐ LAN Management and Troubleshooting
- ☐ Introduction to LANs and Topologies
- ☐ Building Your Information Security Program
- ☐ Interactive Media
- ☐ Imaging Systems

Choose your Hands-On Classroom

MONDAY 8:30 am - 4:00 pm
- ☐ LANs for Absolute Beginners
- ☐ Windows 3.1—Installing, Optimizing and Troubleshooting

TUESDAY 1:30 pm - 4:00 pm
- ☐ Desktop Publishing 201
- ☐ Imaging: A Working Office Operation

WEDNESDAY 1:30 pm - 4:00 pm
- ☐ Travel Manager Plus: An Introduction
- ☐ Introduction to Multimedia

TUESDAY 8:30 am - 11:45 am
- ☐ Networking Security
- ☐ Desktop Publishing 101

WEDNESDAY 8:30 am - 11:45 am
- ☐ Client Server Operations
- ☐ E-Mail Introduction

THURSDAY 8:30 am - 4:00 pm
- ☐ LANs for Absolute Beginners
- ☐ Windows 3.1: Installing, Optimizing and Troubleshooting

If you require any auxiliary aids or services under the Americans with Disabilities Act, please call 800/638-8510, ext. 206 or 703/683-8500, ext. 206

---

5 YOUR TOTAL COST

Advance registration is not available after 3/26/93, but you may still register on-site for the ON-SITE FEE.

CHECK HERE	CONFERENCE OPTIONS	ON-SITE FEE	ADVANCE FEE (Available until 3/26/93)	ACT NOW & SAVE	CHECK DAYS	AMOUNT DUE
☐	FULL CONFERENCE	$558	$465	SAVE $93		$_____
☐	2 DAY	$390	$325	SAVE $65	☐M ☐T ☐W ☐Th	$_____
☐	1 DAY	$210	$175	SAVE $35	☐M ☐T ☐W ☐Th	$_____
☐	SINGLE SESSIONS (Does not apply to Tutorials or Classrooms)	$ 99	$ 79	SAVE $20	# of Sessions___ x $___	$_____

TOTAL REGISTRATION FEE $_____

6 THREE WAYS TO REGISTER

FAX   703/706-8229

MAIL   FOSE '93 Conference Registration
             National Trade Productions, Inc.
             313 S. Patrick Street
             Alexandria, VA 22314-3567

PHONE   800/638-8510, EXT. 294
             703/683-8500, EXT. 294
             (Conference Registration Only)

NP

☐ Check (payable to FOSE) enclosed.

☐ Government Training Form/Purchase Order Form enclosed
PO#_____
(must accompany this registration form)

☐ American Express
☐ VISA / Master Card
☐ Diner's Club

Card #_____Exp. Date_____

Signature _____